

MAY 15, 1954

LEATHER AND SHOES

The Magazine for Executives

Leather Union Re-Elects Ben Gold

Shoemen Forecast 500 Million Pairs For '54

Family Footwear Wardrobe (Stylescope)

Government Seeks Red Union Ban

Popular Price Show Results Heartening

Tannery Strike Hits Argentine



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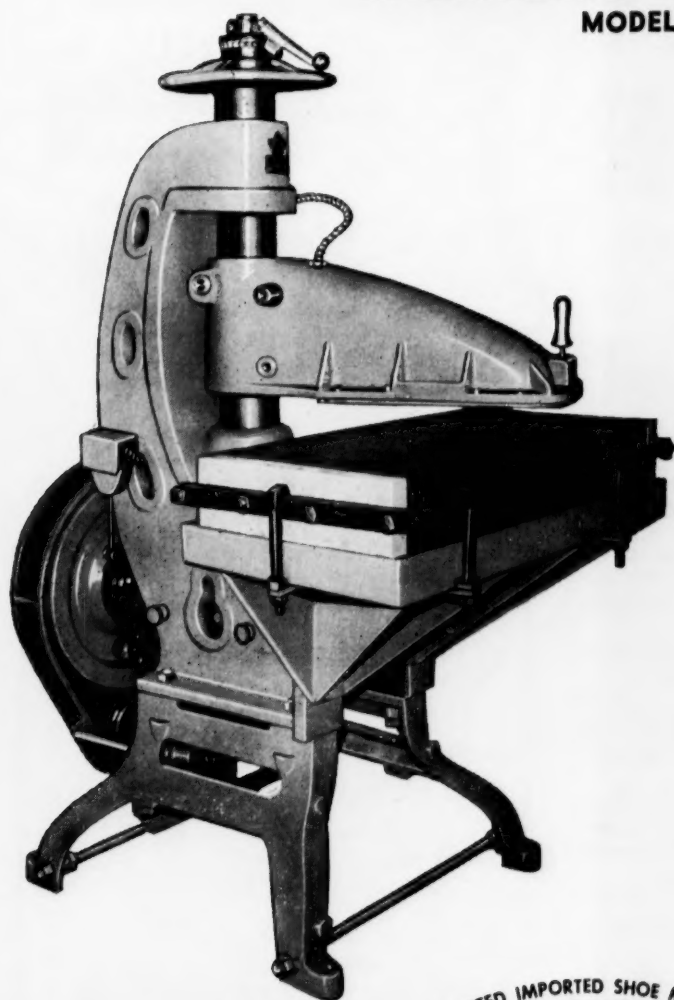


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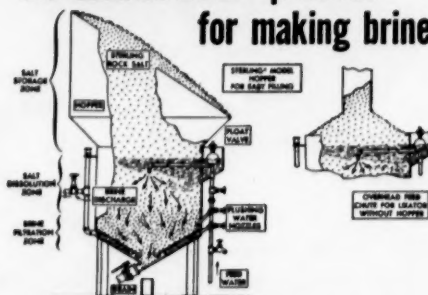
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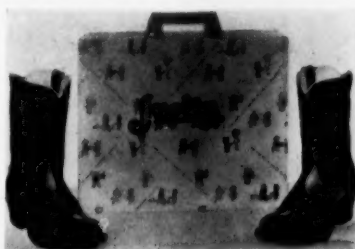
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LISTEN TO THIS!

Cramped kids. States Charles Krausz, head of the foot clinic at Temple University, "Three-fourths of the pupils in one school were discovered in shoes from one-half to three sizes too small. Yet only one child complained that his feet hurt." The pliability of a child's bone structure makes it possible to push his feet painlessly out of shape, says Krausz. But the painful payoff comes when the child grows up.

New market for patent leather. Patricia Harvey, a New York decorator, is exhibiting a bed with the cover and headboard covered with patent. Several decorative pillows are likewise covered. The report, however, states that the material was plastic patent.

Easy on corns. You simply apply a few drops of a solution called "Shoe-Eze" on the leather covering your sore corn or bunion, and presto! the pain is gone. That's a new product being introduced by Leather Tech Products of Los Angeles. It's a liquid "leather relaxant" which the company claims offers relief for tight, pinching, ill-fitting shoes by making the leather soft and pliant.



KIDS' BOOT CASE introduced by H. J. Justin & Sons, Inc., makes a handy boot-carrying or storing kit.

Upped duties. Ecuador has announced increases in import duties on hides, leather products and footwear.

Left \$10 millions. H. Wendell Endicott, member of the family owning the Endicott-Johnson Corp., died recently and left an estate valued at more than \$10 millions. He lived in Dedham, Mass., was an explorer, big-game hunter and horticulturist.

More holes. Newest political figure to turn up with a hole in his shoe is Roy Cohn, chief counsel for Joe McCarthy's subcommittee. The wire services caught Cohn's shoe-hole at

the McCarthy-Stevens hearings, and the photo has been published all over the country. Cohn's name is added to the list of Stevenson, Brownell, Nixon and Senator Sparkman, all of whom have been photographed with holes in their shoes. Which must indicate that politics isn't the lucrative business we've always guessed it to be.

Time to retire? The increasing availability of pension, social security and other old-age funds hasn't seemed to increase retirement. A recent study reveals that 60 percent of all men in the 65-69 age bracket, and 40 percent of those age 70-74 are gainfully employed.

Red ban. Czechoslovakia now bans incoming gift parcels containing wearing apparel and footwear unless the contents have been disinfected. Probably fear of Western conspiracy afoot.

Big-footed bobbies. British travel posters in Denmark feature a picture of the famous London bobby. The posters declare that British cops have the biggest feet—and hearts—in the world.

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Tanners Must Alert To Changes In Consumer Markets Affecting Shoes

New And Significant Shifts In Consumer Fashions And Buying Habits Are Influencing Leather Wants And Needs

A SIGNIFICANT undercurrent of "trend" is taking place in the footwear and apparel industry that should alert all tanners. First, alert them to the necessity of recognizing this trend for what it is; and second, recognizing its potential for building sales.

A slow but certain revolution is taking place in fashions, in consumer markets, in buying tastes and habits. All of them have a direct effect upon leather, upon the tanning industry. If tanners fail to pay heed to these changes, they stand to lose a piece of their markets. If they keep pace with these changes, adapt their products to them, they stand to cash in handsomely.

In previous editorials over recent weeks we've discussed the changing patterns of American living habits—the casual trend, the vast suburban market, the changes in seasonal shoe buying, etc. — and have shown the significant relationship to footwear.

But, more pointedly, there is also a significant relationship to leather. The "trends" or changes, a few of which are cited above, all converge on an important direction: apparel that is lightweight, colorful and highly functional. This is a real trend, now in action, and currently being translated in consumer buying habits. It is a trend that is intensifying.

What does this mean to leather? Let's cite a few concrete examples. First, everyone is now familiar with the spectacular rise in rubber-canvas footwear in the casual field; the colorful booster oxfords in the men's field, and the more elaborate patterns in the women's and juvenile field. Last year, 55 million pairs of rubber-canvas footwear was sold, a record high for this type. Spokesmen in the rubber footwear field say the market hasn't yet been scratched.

But, quite significantly, the rubber footwear industry must create a steady growth pattern for this "casual" footwear or suffer serious consequences. The consistently mild winters of past years has delivered a hard blow to waterproof footwear. To compensate, there must be a vigorous drive toward building the casual footwear market, which is just what's being done with eminent success.

But it extends much further. It is being discovered that consumers like this lightweight, colorful and inexpensive footwear. Note, for example, that several leading shoe manufacturers are introducing new types of fabric footwear for men. These differ distinctly from the booster oxford types—are dressier though still "casual" in classification. The fabrics have taken on a new character, also dressier, more in line with other men's apparel items.

What does it indicate? Some possibilities: a trend toward lighter weight shoes, with fabrics fitting to these requirements; the male now willing to wear shoes with non-leather uppers; the male now provenly receptive to much more color in his footwear—and to fabrics because of the wide range of textures, design patterns, etc.

Also psychologically significant: the consumer, including the once-conservative male, is highly receptive to new types of materials. The constant demand of retailers for "something different" appears to be intensifying now that consumers are showing more receptivity. Note the deep inroads of orlon, dacron, nylon, etc., into all apparel—and the new design and functional qualities featured in such apparel. With consumers showing reception to these, retailers and manufacturers are encouraged so that their own stocks include more and more of such items.

Now, in part, these are the natural laws of competition in action. If, for example, the makers of rubber-canvas casuals come into the shoe market, that's competition. If a plastics firm introduces a new shoe upper material, that's competition.

But there's another factor entering strongly here: changes in the consumer apparel market, and in consumer apparel tastes and buying habits. These changes are creating consumer demand for new materials. When such demands are met, they become competition for the tanner, just as the type of competition starting with the producers of non-leather shoe upper materials. But in this second case the difference is that the "competition" has its starting point with the consumer rather than with the manufacturer.

What does it all mean to the tanner—in the immediate present and in the close tomorrow? It means that the tanner will have to get closer attuned to the consumer market and to fashion than ever before to keep intimately informed of these trends that will affect his own products.

It means that he is going to have to pay as close attention to consumer market trends as closely as he does to raw material market trends.

We're not now speaking in terms of "leather promotion" to the public. That job is being done. The new target is to activate the tanner so that his role is less in the "background" as a supplier, and more right up front in the public market place in terms of keeping informed to the rapidly changing consumer market and its consequent effects on types of apparel and types of materials. Learning this in an intimate sense—as intimately as he knows his rawstock markets—he is in a far better position to adapt his products to such trends before he has been beaten to the market post by his competitors.

Apparel materials today are being required to play whole new roles that heretofore were not required or were called for in only a minor sense. Today it is not enough to meet demand when it calls. The increasing requirement is to anticipate demand. Successful adjustment to market shifts is primarily a matter of timing. Adjustment that arrives late will cash in far less than those who adjust early.

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news X-Ray

Popular Price Show activity pleasant surprise to most . . .
Children's wear looks in for big year . . . Outcome of Ben
Gold case gives Government courage.



Results of Popular Price Shoe Show last week a complete surprise to all but retailers. Manufacturers and suppliers had approached show with hope but feared the worst. Much of this feeling was based on disappointing results at earlier shows in Boston and St. Louis. But retailers had apparently been biding their time, waiting until *they* were ready.

Recent upsurge of hide market had much to do with PPSSA activity. Many retailers had been looking for lower prices, suddenly realized turnabout of hide market made this a fantasy. Consequent buying was partially an attempt to catch the "bottom of the market."

Another factor was widespread emphasis on new styles. Tightening of economy has been good for shoe industry in this way, prompts manufacturers to stress new styling in obvious effort to attract retailer and consumer. Result is shoe industry is becoming even more a style industry than it has ever been. All segments of industry have come to realize that the best antidote for declining sales is new and catchy styles.

Most significant trend crystallizing at show was insistence of retailers, large and small, upon "fluid inventories." This is not the "close to vest" policy used by retailers in past whenever things got tight. Latter was unplanned, saw retailer buying only when he needed more shoes. "Fluid inventories" is planned, enables retailer to retail good open-to-buy position at all times. Idea is to be able to jump in with order whenever something hot hits shoe market.

This is tough on shoe manufacturers, may eventually force revision of traditional manufacturing schedules. With retailers placing moderate orders at frequent intervals, most manufacturers must enlarge or open instock departments. Another possible result could be flattening out of traditional "peak and valley" operations.

Important thing is that retailers intend to buy as many shoes as last year. Also, price will not be an important factor unless conditions change radically. Outlook has even led National Shoe Manufacturers Association not only to forecast 500 million pair production year but to estimate 1954 output month by month. (See news pages, this issue.)



Another good indication of business prospects found at last week's boys' and children's wear apparel shows in New York. Children's shoe business generally keeps pace with apparel. Both shows reported healthy orders for both back-to-school wear and immediate delivery.

Manufacturers at the two shows—sponsored by Boys' Apparel and Accessories Manufacturers Association and National Children's Wear Manufacturers Association—reported cautious buying attitude still in evidence but retailers showed willingness to buy ahead. Here again, the idea of "fluid inventories" appears to be taking hold. Retail activity before and after Easter has cleared apparel inventories as it did in shoe industry.



Peron still having troubles in Argentina despite police rule. Latest is mounting wave of wildcat strikes—first in three years—which has already crippled many industries, forced complete stoppage of country's tanning operations. More than 300,000 workers over the country now demanding higher wages, better working conditions. All points up to fact that even dictators and their police states can't get along without labor—and guns aren't the answer for very long.



Outcome of Ben Gold case apparently has given Eisenhower Administration courage to go ahead with strict attitude toward Communist-dominated labor unions—as well as business firms. Witness new bills sent to Senate and House by Atty. Gen. Herbert Brownell asking for power to outlaw Red-led unions and business firms as well as authority to bar Reds from privately-owned facilities deemed important to national defense.

Two bills, if passed, should effectually squash any union adjudged Communist-dominated by a Subversive Activities Control Board. Brownell proposes no employer be required to bargain with such a union, that employers could discriminate against union members in hiring or tenure matters without fear of unfair labor practice charges, that all union shop provisions or collective bargaining contracts held by the union be nullified, and services of the National Labor Relations Board be denied.

A Better America

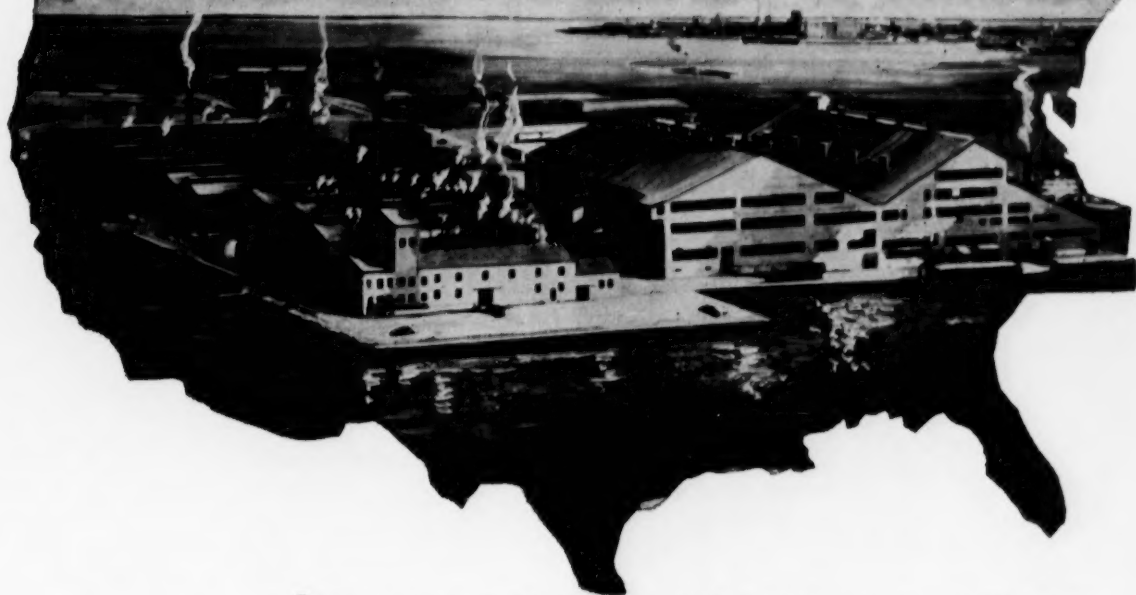
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LEATHER AND SHOES



The Magazine for Executives

GOLD STANDARD REMAINS

Gold Is Re-Elected President Of Leather Workers Despite Conviction

**Union Now Stands Chance Of Losing Bargaining Privileges;
Gold's Attorney Polls Jurors, Is Charged With Contempt**

Ben Gold was re-elected president of the International Fur & Leather Workers Union at the union's 20th biennial convention last week in Atlantic City. Industry and labor officials viewed the re-election of Gold with "surprise" in the face of Gold's recent conviction for false swearing on his non-Communist affidavit, and also the fact that the union is under threat of losing National Labor Relations Board privileges while Gold is president.

On a resolution pledging "full organizational, financial and moral" support by the union to defeat the recent court ruling against Gold, the delegates voted 339 against 16 to support Gold.

According to the *Daily Worker*, Gold's re-election was met with "a prolonged tumultuous demonstration" by the delegates. Gold was nominated by Abe Feinglass, mid-west director of IFLWU. Also re-elected in the union's leather division were Augustus J. Tomlinson, president, and Isador Pickman, secretary-treasurer.

Chief opponents to the resolution to support Gold came from the Woburn and Peabody, Mass., locals, claiming that a vote to support Gold was also a vote to support Communism. However, Richard O'Keefe, who heads the New England section of IFLWU's leather division, voted for the resolution in support of Gold.

Industry and labor officials queried on the re-election of Gold found the

situation "puzzling." The National Labor Relations Board has notified the union that its bargaining position is being endangered because of denial of NLRB privileges so long as there was Communist leadership in IFLWU. Industry observers interpret Gold's re-election as a "defiance action" by the union in face of recent events. If Gold's appeal to a higher court, for reversal of the lower court's decision, is denied, IFLWU stands to lose much of its bargaining strength and union membership in the leather industry.

It is expected that even if the higher court reverses the decision on Gold, freeing him of the charges, IFLWU may still stand to be denied privileges by the NLRB under the Taft-Hartley Act. The union has until May 17 to "show good cause" why it should not be found out of compliance with the non-Communist oath requirements under the T.-H. law.

Meanwhile, Harold Cammer, one of Gold's attorney's during the recent trial in Washington, has been charged by government attorneys with an allegedly illegal attempt to poll the grand jury that indicted Gold last August. The government attorneys have requested the District Court in Washington to find Cammer in criminal contempt for the polling action which took place last September 22.

Cammer's questionnaire, said the government, contained 18 ques-

tions designed to draw from the jurors what they felt the impact of the Federal loyalty program might be on government workers, and what effect it might have on their judgment as jurors in a case involving an alleged Communist.

The government's petition charges that Cammer polled the jury members knowing they had not yet been discharged and that their term had not expired. Also, that Cammer mailed the questionnaires without permission, consent or knowledge of the court.

Bush Gets Honor Award

John A. Bush, Board Chairman of Brown Shoe Co., St. Louis, was presented the Horatio Alger Award, along with nine other of the nation's civic and business leaders. The awards are given in recognition of "public accomplishment and civic achievement as an example to the youth of the nation." The winners were selected by American colleges from a list of 3,000 nominees.

Bush started with the Brown Shoe Co. 57 years ago at the age of 14, as an office boy and elevator operator. Today he heads a company doing a volume of \$141 millions, with 43 manufacturing and service plants, producing 24 million pairs of shoes, and employing 17,000 persons.

Gardiner Starts Boys' Line

Gardiner Shoe Co., Inc., Gardiner, Maine, makers of Yorktown shoes for men and Modern Priscilla shoes for women, will now produce a line of boys' shoes, also under the Yorktown name, according to Joseph Rubin, sales director.

The shoes will retail at \$7.95 and \$8.95, and will be available on an in-stock basis. The line will include classic mocs, school shoes and dressy styles. A national advertising program is scheduled for the boys' line.

RED NOOSE TIGHTENS

Brownell Asks Ban On Commie Unions

The Government took the next step in its drive against Communist-dominated labor unions this week when Atty. Gen. Robert Brownell, Jr. sent two bills to the Senate and House of Representatives asking Congress to outlaw Communist-dominated labor unions and business firms.

Brownell also asked for authority to bar subversives from privately-owned facilities important to defense, such as electric utilities.

Brownell said the bills, if passed, would "go far toward closing gaps in present laws dealing with subversion and in tightening the legal net around the Communist conspiracy."

One of the bills, termed the "Communist-Infiltrated Organizations Act," would apply to any organization substantially directed, dominated or controlled by a Communist action organization.

Under the bill, charges by The Atty.

Gen. would be filed with the Subversives Activities Control Board against any organization alleged to be Communist-infiltrated. The Board would then seek to determine the extent to which officers of the organization were active in Communist affairs, the extent to which the organization's funds were used for Communist action, and the extent to which the organization supported Communist objectives.

If the Board, after public hearings, determined the organization to be Communist-dominated, the following actions would be taken against it:

No employer would be required to bargain collectively with it.

Union shop provisions or collective bargaining contracts held by the union would be nullified.

Employers could discriminate against union members in hiring or tenure of employment without being charged with unfair labor practices.

The union would be denied services of the National Labor Relations Board.

Brownell added that the bill does not propose that membership in Communist-infiltrated organizations be made illegal or sanctions be imposed on members.

SELLING ERA

Watson Says This Is "Salesmen's Day"

Merrill A. Watson, executive vice president of the National Shoe Manufacturers Association, in a talk this week before the Boot and Shoe Travelers Association of New York, said that increasing competition in all business means that this has become the day of the salesman.

Watson was optimistic that the country would complete its inventory readjustment very soon. Business will level out and by fall the decline will have stopped; in fact, some observers feel that it has already stopped.

In the shoe business where we are producing only about seven percent less than last year and, in fact, producing now on a seasonally adjusted basis of 500 million pairs a year, we have not been giving too much attention to the growing competition in the over-all economy. These influences are already at work in the industry and will become even more apparent as the months go by.

Watson pointed out that one of the ways to go ahead in the shoe business is to adopt the more creative selling methods of the hard goods business. There are things which manufacturers, retailers and wholesale salesmen can do which they are not now doing to insure they will meet and beat competition. Increasing competition, he said, means that this is the day of the salesman. The salesman has at last come into his own. But the 1954 model of salesman will be called upon to do more than sell. He will have to use his imagination to help his customers move shoes from their shelves to consumers.

He indicated that retailers should plan now to meet this competitive period and to even increase sales in 1954 and cited the fact that some retailers are doing it through attractive fashion footwear, alert salespeople and aggressive promotion. He said more stores would go behind in 1954 because of inadequate stocks and poor planning rather than because of business conditions.

Manufacturers too should make plans, he indicated, to go ahead and stay ahead in the competitive struggle. Cutting expense isn't enough. That alone won't build volume.

NOT TOO BAD

Shoe Output In March Falls 4%

March footwear production showed a four percent drop as compared with March, 1954, states the report of the Commerce Department's Census Bureau. However, March showed a 14 percent rise above February.

The fall in shoe and slipper pro-

duction for March as compared with the same month of 1953, amounted to 1,919,000 pairs. Declines of from two to 17 percent were shown in men's, misses', children's, infants' and babies', athletic, and slippers. Gains of two to five percent were realized in youths' and boys', women's dress and work, and women's sandals and playshoes.

Largest drop was the 20 percent in women's, misses', children's and infants' slippers. Largest gain was five percent, in youths' and boys' shoes.

Kind of footwear	Production (thousands of pairs)			Percent of change Mar. 1954 compared with—	
	Mar. 1954	Feb. 1954	Mar. 1953	Feb. 1954	Mar. 1953
SHOES AND SLIPPERS, TOTAL	47,134	41,359	49,053	+14	-4
Shoes, sandals, and playshoes, total	43,587	38,391	44,409	+14	-2
Men's, other than work	6,642	5,936	7,214	+2	-8
Men's work	1,725	1,689	1,911	+2	-10
Youths' and boys'	1,711	1,455	1,622	+18	+5
Women's dress and work	15,235	13,420	14,744	+14	+3
Women's sandals and playshoes	8,712	7,297	8,531	+19	+2
Misses'	2,948	2,778	3,374	+6	-13
Children's	2,765	2,654	3,153	+4	-12
Infants' and babies'	3,619	3,162	3,860	+14	-6
Athletic shoes	230	247	265	-7	-13
Slippers for housewear, total	3,547	2,419	4,059	+47	-13
Men's, youths', and boys'	871	622	1,052	+40	-17
Women's, misses', children's, infants' and babies'	2,392	1,797	3,007	+33	-20
All other footwear	284	302	320	-6	-11

SELLING FASHION

Shoescope Editor

Addresses Canadians

Kay Sleater, editor of Shoescope, the Advance Guide To Footwear Fashion, will be the featured speaker at the banquet of the Maritime Shoe Fair in Canada, on Monday evening, May 24.

Title of her talk: "How The Average Shoe Store Can Use Fashion To Sell More Shoes."

Miss Sleater will contend and demonstrate that footwear fashion is not restricted to "style" establishments but is a basic and powerful selling weapon that can be used profitably to sell all types of footwear in all types of stores. Miss Sleater says:

"Fashion in any product is a mass-consumption item and not a luxury item. Every human being is concerned with personal appearance. Because fashion is designed to enhance personal appearance, it is a story with mass appeal. It has specific applications in the field of footwear as well as all other apparel. We simply haven't used all the many techniques available to employ fashion as a powerful selling instrument and achieve the maximum potentials to help us sell more shoes through fashion."

A more detailed report on Miss Sleater's talk will be published shortly.

Johnson After Johnson

Charles F. Johnson, Jr., plans to continue as president of Endicott-Johnson Corp. for "many years" if his health permits.

But when he does step down, his cousin, Frank A. Johnson, presumably will succeed him as head of the company.

The corporation president made this clear in a speech to company office and clerical workers at a dinner meeting.

He told the group: "I want to tell you now that when I am no longer able to carry on, you can be assured we have a capable younger man in Frank Johnson, who represents the third generation of the Johnson family and who is now learning all phases of the business to succeed me."

Frank Johnson is the son of the late George W. Johnson and the grandson of the late George F. Johnson, both board chairmen of the



IMPRESSIVE TOTAL of 138 years at Fred Rueping Leather Co., of Fond du Lac, Wis., is boasted by three Radtke brothers above. Left to right: Gus, now observing 50th year with firm; Edwin (38 years), and Fred, also completing his first 50 years.

corporation. He is currently a vice president and general manager of the company's Johnson City and Binghamton operations.

Garlin Resumes

Garlin & Co., Inc., Boston distributor of Garlin buck, reports that it is resuming leather shipments against previous commitments following the fire which razed Filmer Leather Co. of Johnstown, N. Y., its tanning affiliate. Facilities have been provided Filmer by other tanners in the Johnstown area.

Paul Gardent, president of Garlin, said, "Although some loss was incurred as a result of the fire, the cooperation of shoe manufacturing customers minimized our difficulties. Regular shipments of finished buck will be resumed the week of May 15 due to overtime schedules instituted by cooperating tanners."

Juvenile Shoe Gets Award

Juvenile Shoe Corp. of America, Aurora, Mo., was among the recipients of the National Safety Council's 1954 Public Interest Award. The company promoted child safety in 775 ads which appeared in 460 newspapers, tying in the sale of children's shoes with accident prevention.

TANNING MACHINERY

Rizzi Appoints U.S. Servicing Agents

The S.P.A. Luigi Rizzi Co., Italian producers of tanning machinery, have appointed the following U. S. firms to handle spare parts and servicing for these machines in this country:

F. B. Harris, 480 Union St., Lynn, Mass., for New England; James Yocum & Son, 145 N. Second St., Philadelphia, for lower East Coast; J. C. Busch, 158 So. Barclay St., Milwaukee, for Wisconsin; Haberkamp-Grass Machine Works, Inc., 157 Wendell St., Chicago, for Midwest. All sales are handled exclusively by Monteleoni, Inc., 270 Park Ave., New York.

The Rizzi line of tanning machines, introduced in the U. S. only a few months ago, are the only tanning machines in the world with hydraulic feeding. Other hydraulic operations consist of grinding, reverse-motion, opening and closing. Other features include greater capacity, variable speed, lower upkeep costs, smoother performance, longer life, and improved quality of leather output.

The company reports an enthusiastic reception to these new machines in the U. S. Special models are available for every type of leather.



YEARS OF UNITED SERVICE: Five United Shoe Machinery Corporation employees each with more than fifty years of continuous service shown at a recent dinner. Left to right: Fred J. Hogan and Carl H. Pinkham, USMC Boston; John C. Chamberlain and Fred L. Sprague of the USMC Branch Office in Lynn; and Harold C. Jordan, also of United's Boston Office. Occasion was a testimonial dinner given to Chamberlain and Sprague by employees of the Corporation's Lynn Office.

LIVESTOCK RISE

World Cattle Up By 7 Millions

The present world cattle population stands at 856.4 million, a rise of 7.1 million head over 1953, according to the Department of Agriculture. Largest gains have been made in the U.S.,

Turkey and Argentina, each with an increase of one million head.

In sheep numbers there has been an increase of 13.2 million head in the same period—from 827.9 million in 1953 to 841.1 million in 1954. Largest gain was 7 million head in Australia, next being Turkey with a 1.5 million gain.

An interesting sidelight is the fact that human population has been increasing at about the same pace as livestock numbers.

WORLD LIVESTOCK vs. HUMAN POPULATION (Millions)

	Human Population	Per Capita			
		Cattle	Sheep	Cattle	Sheep
1936-1940 Average	2,198	743.5	746.7	.338	.340
1952	2,502	830.7	809.7	.332	.324
1953	2,536	849.3	827.9	.335	.326
1954	2,570	856.4	841.1	.333	.327

BUY OR LEASE

Machine Leasing Gains In Textiles

The textile industry's 3,000 mills have recently shown increasing interest in leasing plans for machinery required to step up much-needed modernization of the industry, according to a report emanating from the convention of the American Textile Manufacturers Association. It's reported that more than 50 percent of the 23 million spindles in the industry are too old.

One industry spokesman states that per man-hour output would be much

higher with modern machinery to replace the old, and the result could be as much as a 38 percent reduction in payrolls.

Only recently was the machinery leasing plan introduced to the textile industry, and much interest is reported. States an industry official, "This opens the way for textile manufacturers to obtain machinery sorely needed for modernization — and at the same time satisfy their needs for conserving capital."

Under the plans developed by one leading textile machinery producer, textile manufacturers have option to either buy and pay for their machinery over a seven-year period, or lease it for a five-year period, with the privilege of buying at the current value, or re-leasing it.

Leo Abbey Elected

Leo Abbey of Accurate Footwear Corp., Brooklyn, was elected president of the Stitchdown Shoe Manufacturers Association at a meeting held in New York. He succeeds Gerard A. Burke, who has been elected to the position of Chairman.

A newly created post of Chairman Emeritus went to I. P. Hoffenberg of A. Werman & Sons. Other officers elected: Morris Witlin, Champion Shoe Mfg. Co., as first vice president; Samuel G. Dones of Prudential Shoe Mfg. Co., as second vice president; Jack Rosen of Krieger & Rosen, as secretary; and Leon D. Fischel of Comfort Sandal Mfg. Co. as treasurer.

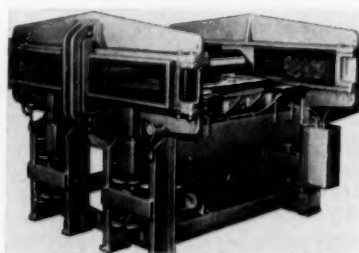
The Association comprises nearly all of the stitchdown shoe manufacturers in the New York City area.

New Shoe Sponge

Watson-Standard Co. of Pittsburgh, Pa., is offering a new vinyl sponge plastisol for use in shoe manufacturing operations.

Furnished as a pourable liquid which expands upon curing at 350 to 375 degrees to a uniform cellular vinyl sponge, the compound is claimed to be resistant to rot, stain and oxidation. It is odorless and will not harden with age.

Compounds can be used for shoe and slipper soles and innersoles and as laminates to textiles used for padding or shock absorption.



NEW MACHINE offered by Falls Engineering and Machine Co. of Cuyahoga Falls, O., is this heavy duty roller die cutter for cutting and trimming foam rubber, sponge, hard rubber, fabric, felt, jute and matting, sole stock, and variety of other goods. Cutter works on principle of the printing press, has traversing steel roll pressing stock against steel rule dies, making as many simultaneous cuts as there is room on the bed area for dies.

THE LONG VIEW

Shoe Group Sees 500 Million In '54

Despite the long faces prevailing throughout the shoe trade in the first quarter of this year, the National Shoe Manufacturers Association feels that the industry is more than holding its own, will turn out over 500 million pairs of shoes in 1954.

NSMA's latest "News Bulletin" points out that while first quarter production is running 7.4 percent behind last year, we still are producing at an annual rate of 500 million pairs. In the corresponding 1953 quarter, the industry produced at the annual rate of 530 million pairs.

During Jan., Feb., and March of this year, we produced 128,600,000 pairs of shoes of all types. The Shoe Manufacturers Association feels this will increase to 252,100,000 pairs by the end of June (5.5 percent behind last year), to 378,100,000 pairs by the end of Sept. (3 percent behind 1954) and to 500,100,000 by year's end. Last year we produced 501,500,000 pairs.

If estimates materialize—and the Association is confident they will—the turning point will begin in Aug. when monthly production will swing sharply over last year's corresponding monthly figures. The upturn is expected to hold at least through Dec. Following are monthly figures for 1953 and estimates for 1954:

SHOE PRODUCTION					
(000,000 pairs)					
Mth.	1953		1954		
Jan.	45.3		40.1		
Feb.	44.9		41.4		
March	48.7	138.9	47.1	128.6	— 7.4%
April	45.0		42.3*		
May	41.9		41.0*		
June	41.0	266.8	40.2*	252.1	— 5.5%
July	40.3		36.0*		
Aug.	42.9		46.0*		
Sept.	39.9	389.9	44.0*	378.1	— 3.0%
Oct.	40.1		44.0*		
Nov.	33.5		39.0*		
Dec.	38.0	501.5	39.0*	500.1	

Fats And Oils Census

A census of the growing use of fats and oils in animal feeds is to be asked by some members of the fats and oils industry. A total of \$10,000 is to be requested of the Senate Appropriations Sub-Committee on Commerce Dept. funds in hearings set for May 11.

Frank Wise of the National Rend-

crers Association; John B. Gordon of the Bureau of Raw Materials; and John Killick of the National Independent Meat Packers Association, will be among those urging this allotment.

A number of other trade associations had also considered going before the subcommittee, but some decided against it. One group, the Western States Meat Packers Association, ruled against requesting funds, explaining that it had already requested funds for meat inspection, fats and oils research, and other studies.

Swiss Shoemen Coming

Fourteen members of the Independent Shoe Retailers Association ("EVUS") of Zurich, Switzerland, will tour the U. S. during May and June to investigate American shoe retailing methods. Leader of the group is the Association's manager, Max Weber.

The group arrives in New York on May 13, will visit Washington, St. Louis, New Orleans, Chicago, Denver, California and other centers.

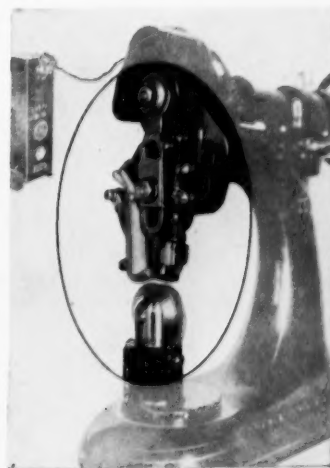
The delegation may be contacted through the American Express Co., 65 Broadway, N. Y.

Opportunity in the Oval...

... can be a golden opportunity for you!

This machine is a consistent money saver where seam rubbing is concerned. It combines the quality of hand rubbing with the speed of modern machinery.

Three hundred dozen pairs or more per day are easily rubbed, whether leather or fabric quarters or linings.



BOSTON POWER SEAM RUBBER

BOSTON MACHINE WORKS CO.
LYNN MASS. U.S.A.

BRANCH OFFICES:

Dallas, Texas

Whitman, Mass.

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Kitchener, Ont.

Woodridge, N. J.

Johnson City, N. Y.

Cincinnati, Ohio

Milwaukee, Wis.

St. Louis, Mo.

Los Angeles, Cal.



MEDAL OF MERIT winner at National Hide Association's annual meeting May 10-11 in Detroit was Edward W. Hickman, one of the founders of the NHA and president of Hickman and Clark, Fort Wayne, Ind., hide dealer. Medal is awarded annually for "outstanding service in the industry."

SALES UP 5.5%

11% Profits Gain For Shoe Chains

The first 14 shoe chain companies in the U. S. during 1953 showed net profits totaling \$13,519,623 after taxes, a gain of 11.1 percent over 1952, according to a study completed by the New England Shoe & Leather Association.

Net sales came to \$444,018,031, an increase of 5.5 percent over 1952 sales for these same firms. Their combined ratio of net profits as a percent of net sales amounted to 3 percent as compared with 2.9 percent in 1952. (See Table below.)

SHOE PROCESS

Lasting With Lastex Method Introduced

A patented process involves a new method of lasting the upper on the last by means of an elastic centerpiece which supplants the conventional innersole, according to the inventor, Fred Maccarone, of Brooklyn, N. Y. It is reported that the process is now being used to make shoes.

The centerpiece consists of two laminated layers of elastic batiste with Lastex—the same fabric used extensively in backing leather or fabric for elasticized shoes. When laminated together, the two layers of this fabric produce the right elasticity and tension to draw the upper snugly over the last, according to the inventor.

Shoes made with this process are claimed to be lighter and more comfortable, due to the greater flexibility at the ball of the shoe. It is also claimed that savings are achieved, and that the process can be adapted to many plants with little change in equipment or work flow.

Dahlke Joins Young

J. S. Young Co., Baltimore, Md., extract manufacturer, has announced the appointment of Andrew J. Dahlke to its sales staff as sales engineer.

A graduate of the University of Pennsylvania in Chemical Engineering, Dahlke served three years with the Army Air Forces during World War II. He was formerly associated with American Dyewood Co.'s

Chester plant as chief chemist, specializing in quality control of natural dyewoods and tanning extracts for leather and other products.

Dahlke succeeds Willard Ruhe, recently retired, in covering the Wilmington, Philadelphia, Newark and New York State territories.

WHY DOGS BARK

Doctor Says No Need For Foot Troubles

Four out of five adults suffering from foot troubles could prevent it all by using common sense, states Dr. Joseph Lelyveld, chairman of the National Foot Health Council which sponsors National Foot Health Week, May 16-23.

"Nearly all foot troubles are caused by improper footwear," he says. Only about 20 percent come from other sources such as overweight, circulatory trouble, diabetes and accidents. "All other foot ills are caused by shoes selected to fit the eyes instead of the feet."

The Council warns against "promiscuous use" of bedroom slippers, says they should be worn only between bedroom and bathroom. Also, men who wear loafers "that are no more than glorified bedroom slippers" are subjecting their feet to a lot of trouble.

For children, the Council states that oxfords with flexible soles of any material are better than sneakers or stiff soles. Every child and adult, says the Council, should wear a lace-up oxford for at least eight hours a day, to lend foot support and prevent strain.

Company	1953		Percent Change 1953-1952		Ratio of Profits to Sales in 1953
	Net Sales	Net Profits	Sales	Profits	
Melville Shoe Corp.*	\$108,870,972	\$ 5,732,798	+ 20.45%	+ 21.65%	5.3%
Edison Bros. Stores, Inc.	81,633,641	2,279,072	+ 1.2	— 0.6	2.8
Shoe Corp. of America*	70,077,610	1,957,462	+ 6.2	+ 4.4	2.8
A. S. Beck Shoe Corp.*	48,210,329	982,662	+ 4.9	+ 6.0	2.0
G. R. Kinney Co., Inc.*	44,436,208	1,261,228	+ 1.5	+ 6.6	2.8
John Irving Shoe Corp.	18,716,950	9,365	— 12.4	+ 205.2	0.0005
Berland Shoe Stores, Inc.	15,069,934	431,605	— 3.9	— 17.8	2.9
Butler's, Inc.	11,289,665	369,293	+ 5.8	+ 12.0	3.3
Geo. E. Keith Co.*	10,593,218	86,106 (L)	— 1.4	—	—
Regal Shoe Co.*	9,615,975	207,165	+ 1.3	+ 23.2	2.15
Cannon Shoe Co.	9,042,670	210,822	— 7.3	— 8.4	2.3
Dan Cohen Co.	6,244,255	56,393	+ 0.65	— 26.7	0.9
Nusrata-Bowen†	5,211,212	76,136	+ 6.0	+ 23.6	1.5
Spencer Shoe Corp.	5,005,392	31,728	— 2.8	—	0.6
Total—14 companies	\$444,018,031	\$13,519,623	+ 5.5%	+ 11.1%	3.0%

*Denotes companies operating own shoe factories.

†Operates leased departments only. (L) = Loss.

‡Includes Miles figures from date of consolidation, October 1, 1952.

ALTER EGOS?

Two California Firms Lose To Shoe Union

Washington—California Footwear Co., Los Angeles, Calif., and Trina Shoe Co. are held guilty of refusing to bargain collectively with Local 122 of the United Shoe Workers of America, CIO.

The examiner, James R. Hemingway, made his findings, which are subject to action by the full board, after a series of complaints from the union starting April 3, 1953, which resulted in hearings.

The examiner found that two employees of California were discharged in violation of the law because of union membership, but found that two others were dismissed for other and legal reasons. The first two are to get their jobs and seniority and back pay restored them.

On Aug. 20, 1951, the union was certified as the representative of California production employees, and the examiner said:

"California operated under this agreement until about the end of February, 1953, at which time it

1953 U. S. IMPORTS AND EXPORTS OF SHOES

		Percent Change 1953-1952	
Imports			
Kind	Pairs	Dollar Volume	Pairs
Men's, Youths' & Boys'	689,333	\$4,516,583	+27.8%
Women's & Misses'	505,832	3,068,970	+19.7
Infants' & Children's	43,078	93,467	+5.8
Total	1,238,243	\$7,679,020	+1.9
Exports			
Men's, Youths' & Boys'	887,453	\$4,350,526	+8.0
Women's & Misses'	2,767,117	9,077,637	+1.9
Infants' & Children's	580,302	1,233,240	+33.5
Total	4,234,872	\$14,661,403	+6.6

U. S. Federally Inspected Slaughter

	Cattle	Calves	Hogs	Sheep
February 1954 slaughter, No. hd.	1,302,454	517,691	3,883,165	1,090,106
January 1954 slaughter, No. hd.	1,541,041	546,056	4,712,157	1,241,150
February 1953 slaughter, No. hd.	1,170,243	421,826	4,549,511	1,088,153
2 months ended February 1954	2,843,594	1,063,747	8,595,322	2,331,256
2 months ended February 1953	2,483,492	874,901	10,816,599	2,376,828
8 months ended February 1954	12,523,294	5,036,601	35,055,037	9,878,180
8 months ended February 1953	9,726,133	3,861,315	40,855,184	9,261,414

claimed that it had discontinued manufacturing and that it no longer had production employees to whom the agreement was applicable.

"It is the general counsel's position that this claim was based on a subterfuge, that California actually continued manufacturing under a fac-

titious arrangement with Trina, and that Trina was either California's alter ego or its successor."

Jack Lewis and Joe Levitan were named as officers of California, and Maurice Fellman as officer of Trina. Trina had a plant at Costa Mesa, Calif.

Fashion Decrees . . .

REGANO

SOFT BOX TOES

for MEN

After extensive experiments and trials we are pleased to announce a new, modern soft box toe for men's dress footwear. It is a quality product which combines the foot comfort features of a leisure shoe with toe line styling found only in fashion-right dress shoes for men.

The new in dress shoes for men is newer with Regano soft box toes. Write now for samples to include in your late footwear models.



The new in shoes for men is newer with Regano's newly perfected soft box toe in this unusual Fall style by Howard & Foster.

REGANO BOX TOE COMPANY

ESTABLISHED
1934

DANIEL RYAN, Pres.

3 HALE STREET, HAVERHILL, MASS.

ED. REGAN, Treas.

TELEPHONE
HAVERHILL 3-3847

GEORGE ALLEN, Sales Mgr.

Stylescope

Family Fashion Firsts

Fashion for all the family is the theme of these six original designs by Harry Snyder. These are shoes both practical and style-right, designs that will sell and appeal to varied age brackets. Today it is not only the up-to-date housewife or career woman who is style-conscious. The men in her life and her younger counterparts are all demanding merchandise with fashion detailing in shoes as well as ready-to-wear.

1) High style sling-pump with closed toe. Triangular cutout and deep side dip emphasize built-in draped bow.

4) Fashion takes to little girls' school wear. Two-strap with new front featuring two little loops holding lower strap in place. Good for stitchdown or welt shoe.

2) Pert tassel loafer with new fringe collar and low dip back.

5) Men's bal oxford currently in popular demand for Fall.

3) Grown-up styling like Dad's in this boys' blucher. Note interesting combination of U wing and straight tip formed by stitching details.

6) For dress wear—light, opened-up ankle strap with buckle and ring adjustment to assure good fit. Note ring motif carried out on pretty draped vamp.



Step lively in shades that look alive!



Du Pont Dyes enhance natural-leather appearance

Clear, intense, alive colors add genuine sales appeal to your products. Du Pont dyes for finishing leather achieve these shades, avoiding the dull, "painted" look caused by over-use of inorganic pigments.

For stain and pigment coats . . . Du Pont soluble dyes for leather are available as direct, acid, and basic colors. They are deep-penetrating, level-dyeing colors, stable in aqueous solutions, and resistant to shade changes from heat or chemical contact.

For lacquer top coats . . . Du Pont "LUXOL"* dyes lend brilliance to pigmented finish coats, brightening and intensifying the shade without sacrificing fastness to bleeding. "LUXOL" dyes are spirit-soluble, water-in-

soluble, and compatible with lacquers and lacquer emulsions.

Du Pont's technical service staff is ready to work with you on any leather-coloring problem. For information on Du Pont dyes—or for technical assistance—write to E. I. du Pont de Nemours & Co. (Inc.), Dyes and Chemicals Division, Wilmington 98, Delaware.

REG. U. S. PAT. OFF.

Du Pont Dyes



BETTER THINGS FOR BETTER LIVING . . . THROUGH CHEMISTRY

SINGER[®] *electric transmitters*

series 52 and 53

Completely New Transmitters By The World's Leading Manufacturer Of Sewing Equipment

HIGH ACCELERATION, SMOOTH CONTROL with new SINGER clutch and brake design (clutch plate is reversible). New clutch friction material minimizes clutch tendency to grab.

COMPLETELY ENCLOSED, AIR-COOLED MOTOR — it's lint-free, air gap can't clog. Cooling system increases life of motor and clutch.

NEW LIGHT WEIGHT, EASY TO MOUNT — Light weight, yet so carefully balanced there's NO vibration. Mounting's a one man job. Straps on transmitter lock over a mounting tube attached either to the legs of the stand or to the under-table mounting bracket. Large terminal box makes wiring easy.

SPEED—Designed to operate industrial sewing machines at their most efficient speeds. The machine and the operation determine which transmitter to use.

SEALED BEARINGS—Prelubricated at the factory. No further lubrication required.



For more details, check your nearest SINGER Shop for the Manufacturing Trade.

SINGER SEWING MACHINE COMPANY

Manufacturing Trade Department • Branches In All Principal Cities



FITS ANY TYPE OF SHOE



ACTUALLY "BREATHE"




FOAM AND FABRIC COMBINED WITHOUT ADHESIVES



LASTS LIFE OF SHOE



ACCURATE FOAM GAUGES 1/20" - 1/4"



BUILT-IN COMFORT

ANDALFOAM materials actually "breathe" because no adhesives are used in the patented process that permanently combines the foam and fabric.

As vamp or quarter lining, sock lining, complete or half-insoles, tongue lining, heel pads, Sbicca type inserts, or strap cushions, **ANDALFOAM** materials create new ideas of *personalized* foot comfort. Add buy-appeal to any shoe line quickly and economically with **ANDALFOAM**.

Produced under U.S. Patents:
2,426,572 - 2,628,654 - 2,629,678
- 2,648,619 - 2,649,391 - 2,650,736
and Patents Pending.

**ANDREWS-ALDERFER
COMPANY**

HOME AVE. • AKRON 10, OHIO



means foam-coated fabric

• Eastern Foam Fabric Co., Boston & Brooklyn, N. Y. • Victor W. Heartel Co., Chicago • Gerald D. Scott Sales Co., St. Louis • Herman Schlabohm Foam Rubber & Plastics Co., Los Angeles • In Canada: Wm. B. Stewart & Son, Ltd., Toronto • England: Andalfoam Ltd., London • Mexico: Andal de Mexico, S.A., Mexico, D. F.

1066 AA

May 15, 1954

LEATHER and SHOES

21



There's a lot more to **JOB PROVEN** Cements than this test shows . . .

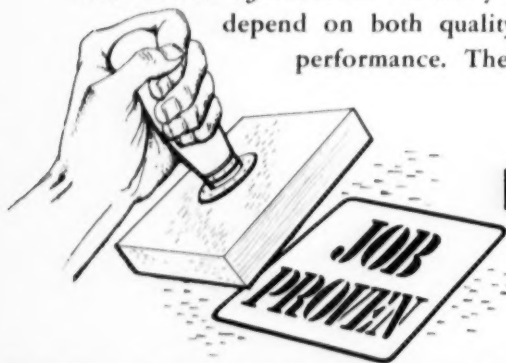
Sure, your own "rule of thumb" test will tell you roughly about the body, tack, drying time and ruboff . . . *but it's not a test of the cement's performance.*

With United's *Job-Proven* cements you can depend on both quality and performance. They are

thoroughly tested and *factory proved on the job* before being placed in the United line.

In hundreds of shoe factories the quality and performance of United's *Job-Proven* Cements show that they are consistently reliable.

Call your nearest United Branch today and make arrangements to test the *Job-Proven* cements that meet your shoemaking requirements.



BE BE BOND solvent type
BE BE TEX latex type

products of B. B. CHEMICAL COMPANY

UNITED SHOE MACHINERY CORPORATION • BOSTON, MASSACHUSETTS

Leather Goods Need New Look

Despite vast improvements in modern tannages and the promotional efforts of Leather Industries of America, many segments of the leather industry are ignoring fine opportunities opening in the leather goods and accessories field.

This is the opinion of Herbert Leeds, merchandising expert and an executive of the Boston Store. Leeds was a speaker at a discussion of "Fashion Forecasting for Leather" held April 9 before the Tanners' Production Club of Wisconsin. The following are excerpts from his remarks:

The hand-bag industry requires stimulation. There is a crying need for newness of silhouette, styling, and leathers. Appropriate and coordinating colors and textures too frequently are lacking. Today, straw bags and plastics are taking the emphasis away from leather bags, forcing prices down, and devaluing consumer interest.

The glove picture is a curious one. In 1950 the leather glove business was 75% to 80% of the total retail glove sales in the United States. Good quality gloves were then available at \$1.95 to \$5.00. They were easily washable, or they could be cleaned for 15c. In 1952 leather glove sales at retail were about 15% in dollars, even less in units, since the average retail price is from \$4.00 to \$8.00. Domestic leather gloves are not washable.

As a result, the door has been wide open for foreign gloves that are well styled, of good quality, and washable. They retail at \$4.00 to \$5.00. Imported gloves are stamped "washable"; domestic gloves are not. We experimented. As a result of good analysis, we bought for early spring this year, pig skin gloves in spring pastel colors, smartly styled in the best selling "shorty" length. We sold out immediately. Clearly, it is time for a reappraisal of tanners' attitudes towards leathers used for gloves.

Imaginative fashion people have recently introduced matching leather belt and collar sets. They are one of our hottest items at the moment, because they are so important as dress accessories with separates—again our casual living influence.

Last fall, one of the leading fashion jewelry houses, influenced by the sep-



FOR SERVICES RENDERED, George L. Smith (left), president of G. R. Kinney Co., Inc., receives scroll from David W. Herrmann of Miles Shoes, New York, commemorating his work as treasurer of National Association of Shoe Chain Stores over past 10 years. Smith was also given imported shotgun at Association's 10th annual luncheon in Hotel New Yorker where 100 industry executives, including top shoe chain officials, helped mark Association's first decade.

arates market, produced a line of leather jewelry. In addition to pins and earrings, there were cuff links and tie and collar bars to be worn with the man-tailored shirts women were wearing. Their success was evident.

Also showing evidence of fashion influence are billfolds, wallets, and eye-glass cases. They are now being produced in textured and attractively colored leathers.

At Christmas-time, among the most important gift items are leather-covered jewel boxes ranging in price from \$1.95 to \$25.00. Gay coloring and texturing are very important since these items are impulse purchases that must be attractive to incite the customer to stop and buy them.

The best selling travel clocks are leather-covered. Here, too, the interest is moving toward new colors that match luggage and newer textures that are not only interesting, but also more durable.

I might add, that in many instances the colors used in garment leathers were not as beautiful as the colors used for leather automobile upholstery.

Shoe Factory Safety

Foremen, superintendents and executives in the Brockton, South Shore and Central Massachusetts areas will get together Tuesday eve, May 18, to discuss shoe factory safety.

The meeting, sponsored by the

New England Shoe and Leather Association, will open at 7:30 p.m. at the Commercial Club, 54 North Main St., Brockton.

Featured speaker will be Arthur G. Lazarus, assistant division manager of the Loss Prevention Department of Liberty Mutual Insurance Co. The meeting is aimed at helping train shoe executives to better individual plant safety records by preventing injuries from industrial accidents. Similar meetings will be held shortly in other New England centers.



WINDRAM

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MILITARY BUYING

Invitations

Men's High Leather Shoes. Invitation for bids has been issued by New York Quartermaster Purchasing Agency, 111 East 16th Street, New York 3, N. Y., on QM-30-322-54-481 covering shoe, service man's high leather, russet, upper capped toe, 224,293 pairs. Delivery schedule: Complete by 1 September through 15 October 1954. Procurement is for the U. S. Army. Opening 3 p.m. (EDST) at N. Y. office, May 24.

Leather Combat Boots. Invitation for bids has been issued on QM-30-322-54-489 covering boot, combat, man's leather black, 9,720 pairs. Delivery schedule: Complete by 30 September 1954. Procurement for U. S. Air Force. Opening 10 a.m. (EDST) at N. Y. office, June 1.

Leather Service Shoes. Invitation for bids has been issued by the New York Quartermaster Purchasing Agency, 111 East 16th Street, New York 3, N. Y., on QM-30-322-54-490 covering shoe—service man's, high, leather, black, 26,145 pairs. Delivery schedule: 30 September-31 October 1954. Procurement for U. S. Air Force. Opening 10 a.m. (EDST) at N. Y. office, June 3.

Bids

Dress Shoes. The Endicott-Johnson Shoe Co., Endicott, N. Y., was low bidder under Inv. No. 420 which opened at the New York QM, 111 East 16th St., N. Y. 3, N. Y., May 5. Endicott-Johnson quoted a unit price of \$4.635 per pair for 53,061 pair shoes, dress, men's—oxford, leather, black — for delivery to Wilkins AF Depot and complete delivery by 31 July, 1954.

Cases, Investigator. M. S. Ginn Co., Wash., D. C., was low bidder under Inv. No. 55074 opened at the N. Y. GSA May 11. M. S. Ginn quoted \$13.57 each for 29 cases, investigator, type V, 18" x 12" brown, smooth case leather Fed. Specs. KK-

C-121c, 3 pocket. In addition, they quoted \$13.86 for 43, same, 4 pocket. Also, \$9.24 each for 64 cases, lawyer-type IX, brown 16" x 14" — also, \$9.24 for 186 cases, brief, bag-type 9, brown—also; \$13.29 each for 96 cases, catalog, type 8, 11" x 16" x 6" —also, \$7.66 each for 118 envelopes, leather with sliding handle, slide fastener on 3 sides to Specs. KKE-561a and Amend 1, type 3, class B, without ring binders, style 4, 4 inner pockets, size 17" x 11½" leather embossed in fine grain.

Jingles In Jest

Blighter

Behold the busy cattle tick,
He feeds on hides both thin and thick,
Then turns around with wicked grin
And feeds on hides both thick and thin.
This bothers tanners everywhere;
The cattle tick don't seem to care,
And just to pass the time away
He burps a thousand times a day.
Hide Buyer.

BAROMETER

Chains Show 2% Drop For First 4 Months

Three of the leading shoe chains—Kinney, Beck and Edison—showed a two percent decline in sales for the first four months of 1954 as compared with the same period of 1953. Edison was four percent below; A. S. Beck down 3.1 percent; while Kinney showed a 4.1 percent gain.

However, the three chains showed

SHOE CHAIN STORE SALES (\$1,000)

	April			March/April			First 4 Months		
	1954	1953	% Change	1954	1953	% Change	1954	1953	% Change
Kinney	4,849	3,561	+36.2	7,703	7,219	+6.7	11,890	11,421	+4.1
Beck	4,844	4,440	+9.1	7,720	8,154	-5.3	13,659	14,123	-3.1
Edison	9,620	7,885	+22.0	15,394	15,823	-2.7	24,270	25,279	-4.0
Total	19,313	15,886	+21.6	30,817	31,196	-1.2	49,819	50,823	-2.0

Fire At Lawrence Maid

Thousands of dollars worth of shoe machinery was damaged by water last Wednesday when a two-alarm fire swept the Lawrence Maid Footwear Co., Lawrence, Mass. Officials of the company estimated damage at \$50,000, caused chiefly by water when the sprinkler system went off, activating 14 pressure release valves. Machinery on the first three floors was damaged. Some 400 employees were laid off until a survey is made.

Deaths

Isaac Goodfellow . . . 60, last company official, died recently at Auburn Memorial Hospital, Auburn, New York after an illness of four months. Well known throughout the shoe trade, he was assistant general manager and superintendent of Shoe Form Company, Inc., Auburn. Goodfellow was one of the outstanding Masons of the district. He was a member of St. Paul's Lodge, Assistant Grand Lecturer of the Cayuga-Tompkins Masonic District and President of the Auburn Masonic Temple Trustees.

(Other Deaths on Page 38)

a substantial gain in sales for April, as compared with the same month of 1953. Kinney had a spectacular 36.2 percent rise, while Edison's gain was 22 percent, and Beck's 9.1 percent. The later Easter in 1954 (April 18 as against April 5 last year) accounted for the difference.

During March, however, Edison and Beck showed lower sales than for March of 1953, but Kinney showed a 6.7 percent gain.

Sales of the three chains for the combined March-April period were 1.2 percent below the March-April period of last year.

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Oldest producers of

PARAGUAYAN QUEBRACHO EXTRACT

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"Tanextra"—cold water soluble

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Higher Leather Prices Bring Arguments From Buyers

Tanners Talk Replacement Costs While
Buyers Point To Resistance At Retail Level

Tanners everywhere report marked price resistance on heels of recent price adjustments. Biggest crying comes from shoe manufacturers who waited just too long, failed to get in at bargain prices that most tanners were offering just a short month ago. Some tanners, too, cry. They sold out too early, now can't get replacement. Hide market feels this clash, hesitates, moves sidewise.

Sole Leather Tanners unconcerned about buyer resistance to new asking prices. Their inventories usually small. Present production far from large. Result: a well sold up position on most types of sole leather.

Best light bends now bring 68-70c. Up to 59c paid for 8-9 iron bends with 60c asked by at least one tanner. 9-10 iron bends bring an easy 52-53c, stand still at higher quotations. A strong 48-50c asked for 10 irons and up.

Sole Leather Offal continues active. Bellies and shoulders get most attention but lesser cuts finding new friends.

Up to 29c easily obtained for light bellies and some talk of 30c being asked. Heavier bellies pretty well cleaned up at 27-28c, now ask up to 29c. Small sales of single shoulder at 38-40c, with the latter price now usual trading level. Tannery run double rough shoulders get fair call at 44-46c. More obtained for selected clear lights. Heads at about 17c fairly well cleaned up.

New Calf Leather asking prices slow demand. Most tanners not particularly worried as production sold ahead for next two months. Coloring instruction now problem of importance, and these being received daily. Men's low grades and M weights continue to be the sales problem they have been for well over a year.

Up to about \$1.05 asked for best men's heavy calf. Grades down to about 85c move easily, below that and in medium weights the sales problem is more serious. Aniline finish brings the usual premium of about 5c.

Prices and Trends of Leather

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1953 HIGH
CALF (Men's HM)	67-1.06	73-1.05	85-1.20	95-1.20
CALF (Women's)	59-1.00	58-98	70-1.00	80-1.03
CALF SUEDE	75-1.15	60-1.00	75-1.10	85-1.10
KID (Black Glazed)	55-90	55-90	75-90	75-90
KID SUEDE	45-90	48-90	80-96	80-96
PATENT (Extreme)	50-60	50-56	58-64	60-64
SHEEP (Russet Linings)	15-23	15-25	18-32	18-32
KIPS (Combination)	48-52	50-54	64-68	64-68
EXTREMES (Combination)	45-49	44-50	56-59	56-59
WORK ELK (Corrected)	34-38	34-38	40-45	38-45
SOLE (Light Bends)	64-68	64-68	68-72	68-72
BELLIES	27-29	27-29	27-28	26-29
SHOULDERS (Dble. Rgh.)	44-48	44-50	52-56	51-56
SPLITS (Lt. Suede)	32-38	30-35	33-39	35-39
SPLITS (Finished Linings)	17-21	17-20	18-22	24-26
SPLITS (Gussets)	14-16	14-16	13-15	18-20
WELTING (1/2 x 1/4)	7- 7 1/4	7- 7 1/4	8	8
LIGHT NATIVE COWS	16-16 1/2	13 1/2-14	20 1/2	20 1/2

All prices quoted are the range on best selection of standard tannages using quality rawstock.

TIOGA OAK
SOLE LEATHER

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QUALITY.



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from the
finest
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hides
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**BENDS BELLIES
SHOULDERS
CUT STOCK**

Also Specialty Leathers
for Belting, Hydraulics,
Textiles, Packing and
Strap Leathers.

EBERLE
TANNING CO.
WESTFIELD,
PENNA.

Best small skins in women's colored calf bring up to about \$1.00. The usual tops for regular finish is about 95c. A few cents more asked in both types for aniline. These are prices asked for top tannages using finest raw stock. Below these prices is plenty of good leather at 90c and down here, 85c and down there. Unlike in the men's weights, low grade women's calf, grades between 58 and 65c, move fairly well. Suede calf gets a few samples from makers of highest grade footwear only. Up to \$1.15c asked.

Sheep tanners feel better, say new interest indicates good season ahead. Prices generally firm but not yet strong enough to resist the dickering that has become almost a part of every transaction.

Good boot lining russets bring up to about 25c, though best interest is for leather at about 22-23c. Shoe linings bring up to 23c with bulk of trading at 14-18c level. Colored vegetable linings not too active at 26c and down; do fairly well at 23c and down. Chrome linings sell fairly well at 28c and down.

Side Leather prices substantially better than for several months but tanners say replacement prices

very difficult to get. Buyers reported willing to pay a little more than the bargain prices offered recently, but balk at top asking prices.

Heavy combination kips quoted at 53c and down for best lines, slightly less for others. Between 48-50c top asking price for heavy combination extremes. Large heavies bring up to about 44-45c. Light weights bring only slightly below these prices.

Chrome tanned kips ask about 50c and down for heavy leather; 46c and down for extremes; 42c and down for large. Light weight chrome brings a penny or two less, grade for grade.

Split tanners happier as new orders move old leather. Much of current and June production spoken for. Linings still take biggest footage but not always at satisfactory prices. Here, however, situation much better, big buyers having cleaned up recent bargain offerings.

Best finished linings ask up to 23c and much leather sold at 21c and down. Suede linings bring up to 26c for very fancy stock and up to about 23c for good leather. Non-slips quoted at 23c and down usually bring a top of about 18-21c.

Heavy suede moves easily, espe-

cially in whites, wanted at the moment in fair quantity. Up to about 44c usual top. Between 35 and 40c finds much leather. Light suedes bring up to about 39c in most sales, slightly higher in some.

Sole splits get fair call at variety of prices with following top prices asked for good lines: 4-5 ounces bring 28-26-24c; 5-6 ounces bring 32-30-28c; 6-7 ounces bring 39-37-35c.

Work Glove Leather exhibiting a steady to somewhat firmer undertone. Work glove splits get fair volume as regular outlets make additional purchases. While individual sales not large, tanners indicated business in aggregate substantial. Demand sufficient to maintain current operating schedules on a steady basis with producers still holding firmly to lists. Work glove splits of LM weight remained at 14c for No. 1 grade, 13c for No. 2 grade and 12c for No. 3 grade. M weight splits held at 15c for No. 1 grade, 14c for No. 2 grade and 13c for No. 3 grade.

Garment Leathers busier this week. Buyers placing orders here and there for various odd lots and tanners able to maintain steady prices. A fair volume of sheepskin garment leather moved. Suede bringing prices listed at 31-33c and down for good tannages with the bulk of business around the inside figure. From 34c to 36c and down quoted on grain finish which some tanners hold rather firmly at these levels even though demand not brisk.

Horsehide garment leather firmly held at 36-38c and down for better quality tannages. Likewise, cowhide garment leather firmer at 30-32c, buyers and sellers alike being influenced by advancing market for big packer light cow hides.

Bag, case and strap leathers unchanged during the past few weeks. In certain instances, a few more orders reported for various weights and tannages which have helped maintain prices at present levels.

Case leather of 2-2½ ounce ranged at 41-42c and 3-3½ ounce at 43-44c. Grade A russet strap leather of 4/5 ounce ranged at 50-51c, 5/6 ounce at 52-53c, 6/7 ounce at 54-55c, 7/8 ounce at 56-57c, 8/9 ounce at 58-59c, 9/10 ounce at 61-62c and 10/11 ounce at 64-65c. Lower grades not easy to sell and to effect clearances sellers have had to accept 3 to 4c less than the above prices on Grade B and 6 to 8c less for Grade C. Glazed finish brings a premium of 2c and

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colors in aniline finish bring 3c more than russet prices.

Glove Leather restless. Raw Stock strength in face of exceedingly poor business amazes experts. Glove Manufacturers and Leather Dealers cry about the lack of orders. Raw Stock buying at low ebb. Yet offers of new shipments still high and quality of goods lower.

Some sampling of various leathers during past week. Nothing, however, that could be called serious buying. Men's Glove Suedes slightly better. There are no stocks on the market and only a few being produced. Quotations from 38c down. Hair Types slow at about 60c for a cuttable grade.

Dealers shipping Garment Suedes against early orders. No new buying has appeared. Grain Garment leather dull. Some call for Whites. Some look for good White season in Garments.

Kid Leather tanners of Philadelphia report definite demand for some leathers and that perhaps this is indicative of an increase in business. Black suede at the 32-45c level in good demand. Even some black kid selling, again at the lower grades which are quoted between 30-45c. Slipper still dead and shows no signs of recovery. Linings remain an excellent item, and here again most sales made at lower ranges. A few tanners report crushed selling to a slight degree, but only the lowest grades. In general, upper grades slow, but demand for the lower priced leathers is certainly an improvement over the situation of the past few weeks. Little talk about colors. The demand seemed to be practically completely for black. Prices still unchanged. Rawskins still considered much too high.

Average Kid Leather Prices

Suede 32c-95c
Linings 25c-55c
Glazed 25c-\$1.00
Slipper 25c-60c
Crushed 45c-75c
Satin Mats 69c-98c

Belting Leather tanners of Philadelphia find that business is not showing increase expected last week. With hide market "crawling up" rough leather tanners very firm in asking prices, and sales made are completed at these prices. Curriers, however, not buying more than they absolutely need. Nothing is in any special demand — neither butt bends nor shoulders. However, because of the

general firming up of prices they must pay, some curriers considering adding a cent or two to their quotations. When sales are made, carriers do get asking prices.

Tanning Materials

Raw Tanning Materials

Divl Divl. Dom., 48% basis shp't, bag	\$72.00
Wattle Bark, ton	\$98.00
Sumac, 28% leaf	\$118.00
Ground	\$115.00
Myrobalans, J. I's Bombay	\$42.00
Sorted	\$46.50
Genuine	\$48.00
Crushed 42-44%	\$62.50
Valonia Cups, 30-32% guaranteed	\$49.00
Valonia Beards, 40-42% guaranteed	\$64.00
Mangrove Bark, Ecuadorian	\$53.00
Mangrove Bark, Colombian	\$59.00
Mangrove Bark, 38% E. African	\$70.00

Tanning Extracts*

Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	4.40
Tank cars	5.30
Barrels, c.l.	5.65
Barrels, l.c.l.	
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Bags, c.l.	11.25
Bags, l.c.l.	12.00
Cutch, solid Borneo, 55% tannin	.08 1/2
Hemlock Extract, 25% tannin, tk. cars f.o.b. works	.0625
bbis. c.l.	.06 1/2
Oak bark extract, 25% tannin, lb. bbis. 6 1/2-6 3/4, tks.	.06 1/2
Quebracho Extract:	
Solid, ord., basis 63% tannin, c.l.	11 31/64
Solid clar., basis 64% tannin, c.l.	12 3/16
Wattle extract, solid, c.l., East African 60% tannin	.10
Wattle extract, solid, c.l., South African 60% tannin	.10
Powdered super spruce, bags, c.l. .65%; l.c.l.	.05 1/2
Spruce extract, tks., f.o.b. wks.	.01 1/2
Myrobalan extract, solid, 55% tannin	.07 1/2
Myrobalan extract, powdered, 60% tannin	.10
Valonia extract, powdered, 63% tannin	.09 1/2
Quebracho Extract, Powdered, Swedish spray dried, 76-78% tannin	.16 1/2
Wattle Extract, Powdered, Swedish, 73% tannin	.15 1/2
Powdered Spruce, spray dried, Swedish	.04
Myrobalan, Swedish, Powdered 68-70%	.11 1/2
Oakwood, Swedish, solid, 60-62%	.11 1/2
Oakwood, Swedish, powdered, 64-66%	.12
Larchbark, Swedish, solid, 54-56%	.11 1/2
Larchbark, powdered, Swedish spray-dried, 58-60%	.12 1/2

Tanners' Oils

Cod Oil, Nfd., loose basis, gal.	90-95
Cod, sulphonated, pure 25% moisture	13-13 1/2
Cod, sulphonated, 25% added mineral	11 1/2-12
Cod, sulphonated, 50% added mineral	11-11 1/2
Castor oil, No. 1 C.P. dra. l.c.l.	.20
Sulphonated castor oil, 75%	.18
Linseed oil, tks., f.o.b. Minn. drums	.14
Neatsfoot, 20* C.T.	.30-.32
Neatsfoot, 30* C.T.	.27-.28
Neatsfoot, prime drums, c.l., f.o.b. Chicago	.18 1/2
Neatsfoot, sulphonated, 75%, f.o.b. Chicago	.18 1/2-19 1/4
Neatsfoot, sulphonated, 75%	.18-18 1/2
Olive, denatured, dra. gal.	2.20
Waterless Moellon	.14-.14 1/2
Artificial Moellon, 25% moisture	.13
Chamois Moellon, 25% moisture	.11-12
Common degreas	.12-.13
Neutral degreas	.25-.26
Sulphonated Tallow, 75%	.13 1/2-.14
Sulphonated Tallow, 60%	.10 1/2-.11
Sponging compound	.13-.14
Split Oil	.11-12
Sulphonated sperm, 25% moisture	.16 1/2
Petroleum Oils, 200 seconds visc., tks., f.o.b.	.14 1/2
Petroleum Oils, 150 seconds visc., tks., f.o.b.	.13 1/2
Petroleum Oils, 100 seconds visc., tks., f.o.b.	.12 1/2

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New Interest Lags As Tanners Digest Recent Purchases

Market Generally Firm To Strong With Export Sales Offsetting Halting Domestic Interest

Big packer hides slowed down as buyers called a halt to paying further advances as the week opened, marking first time in over a month that a definite price resistance appeared.

Trading in light native cows began late Monday and continued early Tuesday with big four killers accepting steady prices in movement of about 20,000 at 16c for river points and 16½c for Chicago and northern productions. Another selection sold at steady prices was light native steers, two big packers selling several cars on the basis of 15c for rivers and 15½c for north-erns.

At mid-week, trading in branded steers was a feature, one big packer alone selling 8,750 at 11c for butts and heavy Texas and 10½c for Colorado. Another big packer sold 2,000 Chicago-Cedar Rapids butts at 11c. Other trading involved northern branded cows at 12½c and some

Oklahoma City light average branded cows at "better than" 13c, believed in some quarters to have been 13¼c. Some heavy native steer business at steady prices. Last sales of bulls at 11c northern, 10½c rivers for natives.

Independent Packers optimistic. Some business done by large midwestern independent packers at steady prices. A large Minnesota packer sold 1,600 light native cows at 16½c and 1,300 heavy native cows at 15c. Late in preceding week, this packer had sold 1,000 Fremont, Neb., light avg. branded cows at 13c. At that time, Packers' Assn. sold 1,200 heavy native steers at 13c; 1,100 heavy cows at 15c and 1,200 branded cows at 12½c. The Minnesota packer had previously sold 1,400 branded steers at 11c and 10½c and 500 bulls at 11c basis natives. Some trading developed on the Pacific Coast, one

big packer selling April production Fresno hides consisting of 900 branded steers at 10½c and 10c and 1,200 branded cows at 11½c. The same packer also sold 1,700 Salt Lake branded cows at 11½c. The eastern market comparatively quiet due to well sold up position of New York packers. About 3,000 southeastern light average hides sold at 13½c for native and 16½c for branded. South-eastern heavy hides sold at 13¼c for native steers, 14½c for native cows and 11c for branded steers, about three cars involved.

Small Packer Hides stronger.

A firm to strong undertone prevails in small packer hides. Following sales at 13-13½c selected fob. shipping points, some choice lots of 50-52 lb. average brought up to 14c. However, when more hides were later offered at top figure, buyers were inclined to back away. Lighter hides averaging 48-50 lbs. moved in a range of 14-14½c selected fob. shipping points. Some movement of southwestern small packers averaging 40-42 lbs. in the range of 15-15½c flat fob., but here, too, it was stated that additional supplies could be obtained at steady money. Regarding heavier hides, latest reported business involved two cars of very good quality 55 lb. avg. midwest small packers at 12¾c selected fob. Some hides averaging up to 53 lbs. reported obtainable around 12c. A car of 85 lb. avg. midwestern small packer bulls sold at 9c selected fob. On the west coast, a little trading reported in small packer steers at 9c and cows at 10-10½c flat fob. but more available at these prices, meeting resistance from tanners at mid-week.

Country Hides active and higher. In some instances, slightly higher prices paid for choice lots from desirable low freight points. Other lots moved at steady prices. Based on last reported sales, 50 lb. average hides quotable at 9½-10c for mixed lots including renderers and 10-10½c for all locker-butcher hides. Some lighter hides averaging around 42-46 lbs. have brought premiums by about a cent, due largely to export demand. Glue hides considered firm at 7-7½c for carload lots, last paid. Country bulls in carlots nominally unchanged at 6-6½c fob.

Calf Kip show stronger undertone as one killer sold 7,500 Milwaukee allweight calf with 5,000 St. Paul lights of May-June takeoff at 47½c. Previous trading in Wisconsin allweights at 40c. Another big

HIDE FUTURES

	Close May 13	Close May 6	High for Week	Low for Week	Net Change
July	15.75T	16.02T	16.05	15.75	-27
October	16.33B	16.62T	16.65	16.34	-29
January	16.76T	17.00B	17.08	16.76	-24
April	16.96B	17.25B	17.20	17.15	-29
July	17.16B	17.42B	17.42	17.16	-26
October	17.36B	17.62N	17.60	17.36	-26
Total Sales: 179 Lots					

HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Heavy native steers	12½-13	12½-13	10½-11	15 -15½
Light native steers	15 -15½	15 -15½	13½-14	18½-19
Ex. light native steers	17½-18	18	16	23
Heavy native cows	14½-15	14½-15	11½-12	17½-18½
Light native cows	16 -16½	16 -16½	13½-14½	19½-20½
Heavy Texas steers	11	11	10	14 -15
Butt branded steers	11	11	10	13½-14½
Light Texas steers	13	13N	12N	17
Ex. light Texas steers	15½	15½	13½N	21½
Colorado steers	10½	10½	9½	13 -14
Branded cows	12½-13½	12½-13	11 -11½	17 -17½
Native Bulls	10½-11	11B	10½	12½-13
Branded Bulls	9½-10	10B	9½	11½-12
Packer calfskins	37½-47½	37½-45	37½-42½	53½-57½
Packer kipskins	26 -30	26 -27	25 -26½	34 -40

NOTE Price ceilings have now been completely ended by the government. All remaining goods and services have been removed from price controls. All regulations winding up controls require that applicable records be held until April 30, 1955.

packer booked some business at the new higher basis. Some business in southwestern kip and overweights at 26c, considered about 3c up, a big packer selling 3,000 from Ft. Worth at the new level. Some northern kip reported sold at 28c and later one big packer declined 28½c for St. Louis kip, asking 30c. It subsequently developed that this packer sold 2,500 St. Louis kip at 30c and 2,000 Evansville kip at 33c, reported direct for export. Packers moved regular slunks at steady price of \$1.35 and large hairless at 85c. In small packer skins, allweight calf moved up to 32-33c, one choice production brought 33½. Midwestern small packer kip brought 18c and southwestern sold at 19-19½c. Meanwhile, country skins were comparatively slow and carload lots of calf remained around 20-22c and kip at 12-13c.

Horse Hides unchanged. Good northern productions of whole stock steady at \$10.50-11.00 untrimmed and \$9.50-10.00 trimmed fob, shipping points, last reported sales being in these ranges. Some sellers of very choice hides still hold out for premiums and an occasional purchase is reported but poorer quality hides from less desirable sections are harder to sell even at discounts. Cut stock appears to be holding steady at \$6.50-6.75 for good northern fronts and \$4.00-4.25 for 22" and up butts.

Sheepskins get steady business. Big packer midwestern shearlings bring \$1.55-1.60 for No. 1s, \$1.20-1.25 for No. 2s. Some choice No. 1s brought \$1.65. Sales of No. 3s made at various prices depending upon quality, sellers, etc., such as 70c, 75c, 80c and 85c. Clips nominal around \$2.50, last paid. According to some sources, large midwestern independent packers sold May wool pelts at \$5.25-5.50 and good western genuine spring lambs of California-Arizona description at better than \$3.00 per cwt. liveweight basis. The supply of winter wool pelts rapidly diminishing and production running more to shearlings and genuine spring lamb pelts. Full wool dry pelts well sold up with 28c best price reported. Winter pickled skins sold at \$9.00-9.50 per dozen while one lot of genuine spring lambs, all clear skins, sold at \$12.00 per dozen.

Dry Sheepskins daudle. Scattered sales confirmed as most buyers still showing relatively little interest. Asking prices usually above their ideas of value. Europe still in market for Brazil cabrettas and sales re-

ported at \$12.75 fob. This price out of line with buyers' views here. While some sales are reported at 50c less, most buyers' ideas are under \$12.00. Shippers firm at origin and some even ask above lately reported sales levels. Specials moving in limited way.

Wool sheepskins continue firm at Melbourne auctions. At Sydney, 48,000 skins offered and market generally one to two pence and at times three pence up with the combing lengths most affected. No late advices from the South American markets.

Pickled Skins slower. Little demand for New Zealand skins and very few sales recently confirmed.

Some "SOFCo" lambs sold at 76 shillings and "Wallacetown" lambs at 85 shillings. According to reports, the confirmed sales to U. S. buyers to date aggregate around 600,000 dozen lambs. A tender coming up for "Wallacetown" sheep and lambs. The Iranian pickled sheepskin market slow and nominal. With relatively little interest, sellers not forcing offerings. Some offerings of Lebanese pickled sheepskins at \$12.25 spot but buyers consider this too high.

Reptiles firm. Brazil back cut tejus seem to have a moderately good call. Buyers having difficulty in obtaining previous commitments. Latest reports that 15/60/25 assortment

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For precision control of unhairing solutions—Send for Hooker Bulletin 500. It tells how Hooker Sodium Sulfhydrate lets you adjust the sulfide and alkali strength of unhairing solutions exactly as you wish.

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From the Salt of the Earth

HOOKER ELECTROCHEMICAL COMPANY

NIAGARA FALLS TADOMA NEW YORK CHICAGO LOS ANGELES

D-1034

LEATHER and SHOES

sold for 76c fob. and that shippers offer more but buyers holding back. The season drawing to a close and not many offers expected. The Siam market firmer due to the Indo-China situation. Shippers claim they have no difficulty selling available supplies to Europe.

The India market slow and nominal. Some interest indicated for alum tanned water snakes but buyers want only the scarce 3½ inches and up skins. Reports indicate shippers continue to make sales to Europe of lizards at prices considerably over the ideas expressed by buyers here. Best bids Agra back cuts, 9 inches up, averaging 10 inches, 20c. Offer-

ings of Madras bark tanned whips, 4 inches up, averaging 4½ inches, 70/30 selection, at 30c and skins averaging 4¾ inches, at 33c without interesting buyers.

Deerskins stronger. Firmer tone to market and sales reported of Brazil "jacks" at 62-63c ex-dock. Offerings small and talked higher. New Zealand held at 76c c&f. and higher but buyers' ideas not over 70c c&f., which has been the trading basis.

Pigskins mixed. Dealers have stepped into the market and said to have bought good sized quantities,

clearing most of the available supplies. Prices somewhat higher with Para grey peccaries at \$1.65 fob., and Peruvian grey peccaries at \$1.90 c&f., basis importers. Not much call for blacks. Relatively few offerings of Manaos peccaries. Fulton County still showing little interest but Europe in market and taking most of offerings. Not much call for Chaco carpinchos and market nominal around \$2.40-2.45, fob., basis importers.

Goatskin Prices

INDIA & PAKISTAN	Today	Last Month
Amritsars (1200 lbs.)	\$9½-10	\$9-9½
Best Patnas	Nom.	Nom.
Muzaffarpurs	Nom.	Nom.
Dinajpurs	Nom.	Nom.
Dacca	Nom.	Nom.
Calcutta Killis	Nom.	Nom.
Coconadas (1.70/1.80 lbs.)	\$9½	\$9½
Daccas (1.70/1.80 lbs.)	\$9½	\$9½

CHINAS	Today	Last Month
Szechuans, lbs.	Nom.	Nom.
Hankows, lbs.	Nom.	Nom.
Chowchings, dz.	Nom.	Nom.

MOCHAS	Today	Last Month
Berberahs	Nom.	\$8½-9
Hodeidahs	Nom.	\$5.00
Batties	\$11.25	\$11.00
Battle types	\$9½-9.85	\$9.50
Addis-ababas	\$8.50	Nom.

AFRICANS	Today	Last Month
Algiers	Nom.	Nom.
Casabiancas	Nom.	Nom.
Marrakesh	Nom.	Nom.
Constantines	Nom.	Nom.
Orans	Nom.	Nom.
Tangiers	Nom.	Nom.
West Province Ex. Lts.	48c	48c
Port Elizabeth Ex. Lts.	46c	46c
Nigerians, lbs.	\$1.06½	\$1.02-06
Mombasas, dz.	\$9.40-10.33	\$9½-9.85

LATIN AMERICANS	Today	Last Month
Mexicans		
Matanzas, etc. (5at)	Nom.	Nom.
Oaxacas	Nom.	Nom.

Venezuelians	Today	Last Month
Barquisimetas	39c	39c
Coros	Nom.	39c
Maracaibos	Nom.	Nom.
La Guayras	Nom.	Nom.

Colombians	Today	Last Month
Rio Hache	Nom.	Nom.
Bogotas	Nom.	Nom.

West Indies	Today	Last Month
Jamaicas	Nom.	73-75c
Haitians	39c	43-44c
San Domingos	Nom.	Nom.

Brazils	Today	Last Month
Cearas	Nom.	83c
Pernambucos	86-88c	85c
Bahias	86-88c	85c

Argentines	Today	Last Month
Cordobas/Santiagos	48c	48-50c
Pampas	Nom.	Nom.

Peruvians	Today	Last Month
Paytas	45½c	45c
Ayacuchos	Nom.	45-46c

Non-Ionic Cationic Anionic

POLYSAN* 73 Cod Oil Base

For vegetable and vegetable chrome combinations

POLYSAN* 83 Coconut Oil Base

For white leathers

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For regular chrome tannages

These three, new, combination oils are highly concentrated with a moisture content of only 6%. They will provide better results on ANY tannage and ANY color while eliminating one or more tanning operations.

For complete information as to their most effective use, write, wire, or call—TODAY.

*Reg. U. S. Pat. Off.



REILLY-WHITEMAN-WALTON Company
CONSHOHOCKEN, PA.

PEOPLE

About industry personalities coast to coast

• **Alfred H. Mueller** has been appointed technical director of American Hide and Leather Co.'s calfskin tannery in Lowell, Mass. Mueller joined American Hide in 1947 as assistant chemist and has been acting chief chemist since 1953. A graduate of the University of New Hampshire, he is a member of the American Leather Chemists' Association.

• **Michael Rossman**, vice president of Medwed Footwear of Skowhegan, Me., participated in the Presidential Conference on Occupational Safety held May 6-8 in Washington, D. C., at the invitation of President Eisenhower.

• **Ernest H. Maling**, a director and former officer of Brown Co., Berlin, N. H., manufacturer of shoe inner-soles, has been elected vice president and treasurer. He succeeds **Howard G. Brush**, who has resigned. All other officers were re-elected at the annual meeting of the board of directors.

• **Joseph D. Hanley**, business agent of Mixed Local 2, United Shoe Workers of America, CIO, sailed recently for Belgium where he will serve as a production consultant in the Belgian shoe industry. He will be abroad for six months on the Government-sponsored project.

• Among visitors to the Popular Price Shoe Show at New York last week were two young Dutch shoe retailing executives who are visiting the U. S. to study distribution methods here. They are **Harry J. I. Van Woensel** of Woensel-Kaplaars, Ltd., and **H. F. Van Doop**, both in the U. S. under the Foreign Operations Administration. The National Association of Shoe Chain Stores has arranged a tour of study for both.

• **Mrs. Dorothy Brooks Tarnoff** has announced her resignation as fashion director of Oomphies, Inc., New York, effective June 1. Associated with the firm for the past six years, she is retiring to private life, according to Harold Gessner, vice president of the firm.

• **Harry T. Fogg** has been appointed New England representative of The Bearfoot Sole Co., Inc., Wadsworth, O., producer of rubber soles and heels. Fogg has been general sales manager of Hale Rubber Co. for the past 12 years and has been active in the shoe trade since 1920. His offices will be located at 183 Essex St.

• **Harold J. Krasner** has joined Aronov of California as sales manager of its new Eastern division for branded shoe lines. Opening of the new division signals a campaign by Aronov to enter the Eastern market. Two Aronov plants in California are increasing production from 6,000 to 10,000 pairs daily, according to Philip Aronov, president. Eastern headquarters will be located at 636 Marbridge Bldg. in New York.

• **John A. Bush**, board chairman of Brown Shoe Company, has been named as one of recipients of annual Horatio Alger awards in New York City. Awards are given in recognition of "public accomplishments and civic achievements as an example to the youth of the nation."

• Board of Directors of Pennsylvania Salt Manufacturing Company has elected **Dr. William Alfred LaLande, Jr.**, as vice president. He will continue as manager of research and development. **Edward F. Beale**, also named vice president, is treasurer of company.

• **Martin G. Battcock**, who recently joined the sales staff of Marathon Corp. Chemical Division, Rothschild, Wis., has been assigned to the New England territory to replace **Frank C. Morman**, transferred to California.

• **Leo Milchen** has been named superintendent of Richard Shoe Co., Los Angeles manufacturer of women's casuals. He succeeds **Richard Owens** who has resigned.

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by
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CHROME SPLITS
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Snyder FOR QUALITY SHOE BUCKRAMS

• FAST MULLING
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Ask your supplier for
SNYDER BUCKRAMS
Once Used — No Other Will Satisfy

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**SAMPLES
ON REQUEST**

8 MAJOR ADVANTAGES

are Yours when you use the **USMC WOOD HEEL NAILING MACHINE—MODEL C**

Already proved outstanding in more than 200 factories, this most recent United Wood Heel Nailing Machine contains the latest in design and engineering advances. It brings to permanent wood heeling these eight major improvements over previous models:

1

Increased Production

Gains have been made from 10 to 25%.

2

Greater Maintenance Economies

13% fewer parts — improved design protects parts — means less upkeep.

3

Benefits Operators

Improved safety features. Greater ease of operation. Reduces fatigue.

UNITED SHOE MACHINERY CORPORATION

LEATHER and SHOES

May 15, 1954

4

Improved Nail Handling Mechanisms

Helps prevent nail wastage — drives $\frac{3}{8}$ " to $\frac{9}{8}$ " nails in either five or six nail patterns.

5

Improved Nailing Mechanisms

Better nail positioning — improved holding of shoe — less parts breakage — easier operator maintenance and adjustment. Accommodates a wide range of wood heels, from the smallest to the largest sizes.

6

Improved Flexibility

Can handle two lengths or types of nails at once — any number up to eight raceways available by simple hand adjustment — increased nail pot capacity.

7

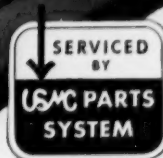
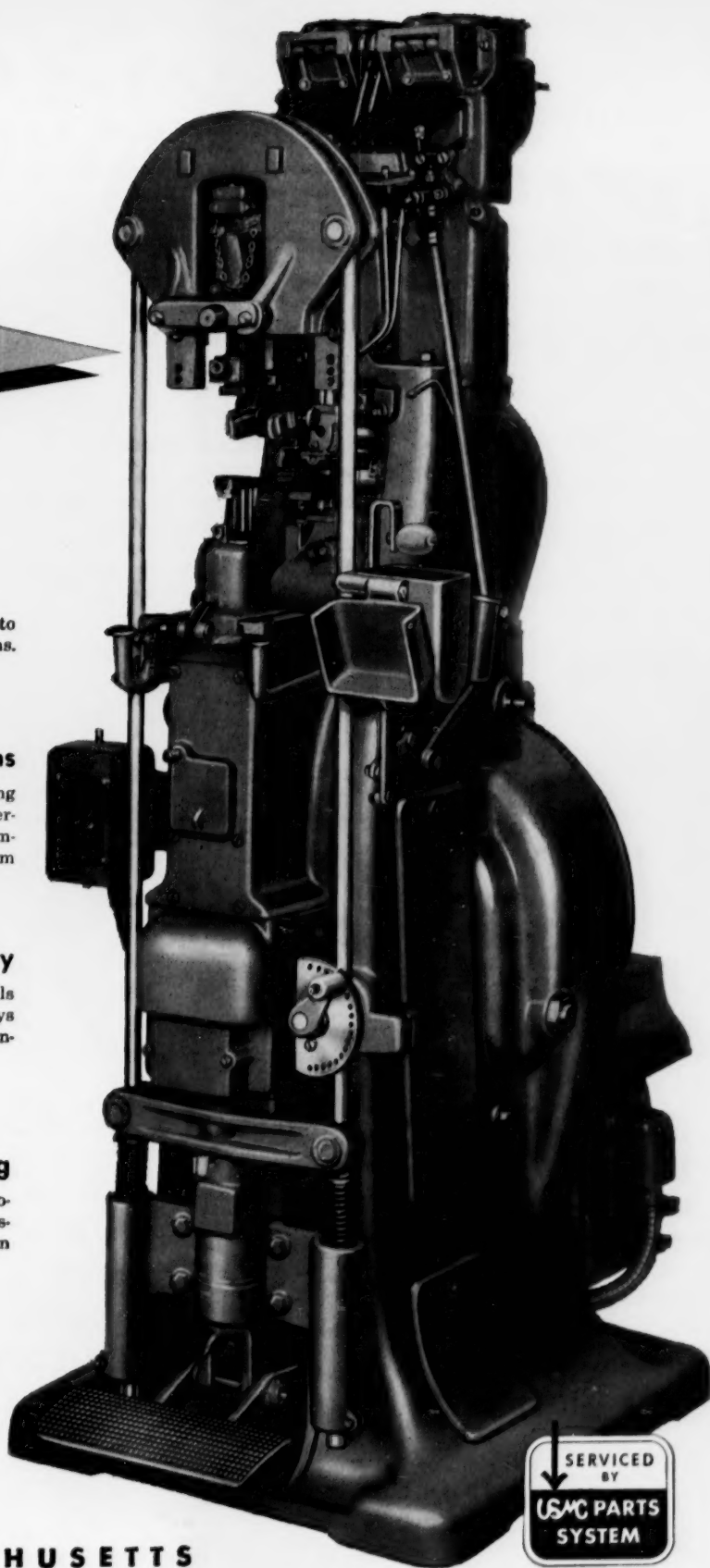
Improved Heel Clamping

Minimizes heel breakage — positive, automatic, hydraulic locking — clamping pressure remains constant as nails are driven through various kinds of materials.

8

Numerous Mechanical Improvements

Improved power transmission for quiet, vibration-free operation and longer clutch life... plus many other improvements.



BOSTON, MASSACHUSETTS

May 15, 1954

LEATHER and SHOES

33

- IIIIII
 • **SPRUCE EXTRACT**
 IIIII
 • **POWDERED SUPER SPRUCE**
 IIIII
 • **LACTANX**
 IIIII

ROBESON

PROCESS COMPANY

GENERAL OFFICES
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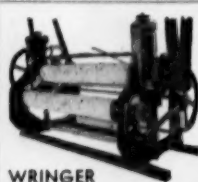
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WRINGER

THE only successful press that prepares Sole Leather for drum Sole Leather tanning, extracting and oiling.

Also prepares both bark and chrome tanned sides and whole hides for the skiving and splitting machine.

Quirin Leather Press Co.
 Olean, New York

L & S

now on

MICROFILM

News Quicks

About industry happenings coast to coast

Maine

• Flash fire in the finishing room of **Prime Tanning Company**, Berwick, caused damages amounting to more than \$20,000. Finishing room was completely gutted and smoke and water damage was extensive in lower floors of the building.

Massachusetts

• **Tye Shoe Company**, Haverhill, has acquired additional floor space in an adjoining building on Phoenix Row. Some 100 new workers will be employed increasing the company's output by 700-900 pairs per day. Total production will be up to some 2,500-3,000 pairs per day. Joseph Tye is firm's president and treasurer with David Tye as its director.

• **Vagabond Shoe Corp.**, Lawrence, has been liquidated and its factory is for sale.

• **Bay State Cutting Die Company** is now located at 949 Washington Street, Lynn.

• Assignee's sale at public auction was held this week of men's, women's and children's shoes of **H. E. Ackerman, Inc.**, at 608 Atlantic Avenue, Boston.

• **Garlin & Company, Inc.**, Boston, tanner of genuine buck, has begun tanning operations in Johnstown, New York.

• Machinery, equipment, real estate and merchandise inventory of **Allen-Squire Company**, Main Street, Spencer, manufacturer of men's and boys' shoes, will be sold at public auction May 18 and 19. Company is in voluntary liquidation.

• **B-W Footwear Company, Inc.**, Webster, manufacturer of slippers, scuffs, sandals and casuals, has appointed Central Advertising Service, Boston, as advertising and sales promotion agency.

Missouri

• **Hamilton Shoe Company**, St. Louis, has placed its advertising account for Delmanette shoes with Frederick Clinton Company.

• **Brown Shoe Company**, St. Louis, has announced purchase of Bunte Brothers Chase Candy Company's St. Louis plant at 4230 Gravois Avenue which will be used as additional warehouse facilities.

New Hampshire

• Some 300 members of Local 230, United Shoe Workers of America, CIO, have ratified a new contract with **Chelmsford Shoe Company**, Derry. New pact, with expiration date of April 30, 1955, provides for an additional paid holiday and other benefits.

• Management of **J. F. McElwain Company** and officials of New Hampshire Shoe Workers' Union of Manchester have signed new contract, effective from April 1 of this year through March 31 of next year. Agreement provides: 1) company assumes all premium cost of group life, sickness and accident insurance; 2) there will be one additional paid holiday; 3) there will be third week's vacation pay check for employees with 15 years of accumulated service.

• Some 11 shoe manufacturers and executives from Germany, Switzerland and Italy recently visited **Evangeline Shoe Company** in Manchester. The group has been touring American shoe manufacturing centers to observe operations at first hand.

• **Brezner Tanning Corp.**, Penacook, subsidiary of **Allied Kid Company**, celebrated its 12th anniversary recently with a plantwide meeting of employees from both the Side Division in Penacook and the new Split Division in Boscawen. Speakers were Thomas Small, treasurer of Allied Kid Company, and Morris Cohen and Albert Shaw, co-managers of the tannery, who reviewed growth of the organization from its founding in 1942.

New Jersey

• **Georgia Leather Company**, 15 Nuttman Street, Newark, has announced a price reduction in cost of Georgia-Flex, new improved material used in the shoe and leather goods industries. It will be available June 1st coated or uncoated in thicknesses from .010 to .080 (1½ oz. to 6 oz.) in 50" widths in any length.

- **Kangaroo hide processing** and other operations formerly conducted at Ziegel-Eisman building, 99 Frelinghuysen Avenue, Newark, are being removed to the **Goldsmith Leather Company** plant at 121 Paris Street.

New York

- **John A. Hull & Company**, weigher and inspector of hides, has moved its offices to 5 State Street, New York City.

- **Heminway & Bartlett Manufacturing Company**, New York City, has been granted U. S. Government Patent No. 2674215 on its all-nylon bobbins. Hembobs are ready-wound, no core, no shell bobbins.

- **Endicott-Johnson Corp.**, Binghamton, has begun civil action against Mr. and Mrs. Edward H. Prentice, hoping to obtain from them 88-acre tract of land in Willow Point area. Company claims that in March, 1950, Prentices signed an agreement to sell property but have refused to honor it.

- **Daniel Hays Company**, Gloversville, glove manufacturer, has completed merger with **Acme Glove Corp.** also of Gloversville. New firm will operate under name of Daniel Hays Company.

- **Metropolitan Leather Corporation**, Long Island City, has been organized to deal in hides and skins with Sue Miller as principal.

- **Norween Shoe Company**, Norwich, has been organized for manufacture of new line of children's shoes called "Wonder Welts." Operations are scheduled to start June 1 with planned production of some 750 pairs daily. Shoes will be distributed by **Five Star Shoe Company** of New York.

- **Kaufman & Falk Inc.**, New York City, leather jobber, is reported to be in process of liquidation.

- **Flender, Berger and Metros, Inc.**, New York City, has been organized to deal in furs and hides with Milton M. Kase as principal.

- New production at **Dunn & McCarthy** has ended a brief layoff caused by completion of company's recent run. Full employment has been resumed at the plant.

- **Landsal Belt Company, Inc.**, New York City, has been organized to deal in ladies' belts and accessories with Harriet Kabat as principal.

- **De Marco Shoe Company, Inc.**, Brooklyn, manufacturer of women's shoes, is planning to move to 63 Tiffany Street, Brooklyn, about June 1. In its larger quarters firm expects to increase its output from 425 pairs daily to 600 pairs.

- **Tanning Research Inc.** has been incorporated in Buffalo with capital of \$10,000. Principals are Raymond L. Moore, Joseph L. Baker and Harland T. Markley.

- **Leather glove and tanning industries of Fulton County** distributed miniature glove swatches this week to some 3,000 delegates at Amalgamated Clothing Workers of America convention at Atlantic City.

Ohio

- Estimated net profit of \$12,470,584 for first quarter of 1954 has been announced by **Goodyear Tire & Rubber Company**, Akron. This is equivalent to \$2.60 per share compared to \$2.34 or \$11,284,774 for

same period in 1953. Net sales for first quarter were reported at \$273,322,247, a decline from record figures of previous year when consolidated net sales were \$303,552,336.

Pennsylvania

- **Durable Shoe Company, Inc.**, N. Chestnut Street, Palmyra, is moving its factory to a larger plant in Myerstown.

- **Benjamin Biron**, of Philadelphia, founder and partner of **Biron & Cahn**, New York leather wholesaler, left an estate valued at \$10,000 and upwards. According to his will, 10 percent of estate is to be given to his sister, Mrs. Lena Giles, Detroit, and remainder divided between his widow, Henrietta, and a son, Edwin.

- **Mitchell M. Cooper** and **Anna Cooper Brown** have filed registration certificate to trade as **Harmony Shoe Stores**, 4616 Frankford Avenue, Philadelphia.



BARBOUR
Stormwelt
ALL-LEATHER

**ADDS
CUSTOM
STYLING**

BARBOUR WELTING COMPANY
BROCKTON 68, MASSACHUSETTS

Here are

3

**SHOE PRODUCTS
THAT SAVE PENNIES**

**INNERSOLES
PLATFORMS
WEDGIES**

LYNN INNERSOLE CO., ALLSTON, MASS.

• **L. E. Beaudin Shoe Company** of Hanover held its 19th Annual Banquet recently at Hanover Veterans of Foreign Wars Gold Room. Approximately 165 persons attended.

Texas

• **Graton and Knight Company**, Worcester, Mass., industrial leather products manufacturer, has appointed **Tom Cook**, sales representative in the company's Texas-Oklahoma area.

• **Graham-Brown Shoe Company** and **Austin Shoe Stores** will build a \$500,000 office and warehouse building this year in Trinity Industrial District, Dallas.

Washington, D. C.

• National headquarters of **United Shoe Workers of America, CIO**, is now located at 1012 Fourteenth Street, N. W., Washington, D. C.

Netherlands

• **Summer Leatherware Trade Show**, sponsored by Netherlands leatherware trade organizations, will be held in Netherlands Bicycle and Automobile Industry Association's Exposition Building in Amsterdam, July 27-30.

Canadian Notes

• J. A. Boivin has been elected chairman of the board of directors of **Alfred Lambert, Inc.**, boot and shoe producers and chain store company. Paul E. Brunet, C.A., was elected vice-president and appointed general manager; Maurice Chartre, C.A., was appointed executive vice-president and Andre Gagnon, vice-president in charge of sales. Jean Gareau was appointed treasurer.

• The Rubber Section, Division of Applied Chemistry, of **National Research Council of Canada**, has developed a process for improved adhesion of nylon fabric to the rubber foxing in black Arctic footwear.

• Wholesale prices of **hides and skins** sold in Canada continued to decline, reaching 123.5 in March compared with 128.3 in Feb. and 132.4 in Jan., based on 1935-39 being 100. This is in sharp contrast to last year when such prices advanced in March to 161.9 against 159.3 in Feb. and 142.7 in Jan.

However, wholesale prices of unmanufactured leather have remained steady so far this year at 213.2, though above the 212.5 in the first three months of last year. Wholesale prices of boots and shoes dropped to 204.8 in March against 205.8 in Feb. and Jan.

Letters

Stitchdowns Versus Cements

Sirs:

If Roblee McCarthy, general manager of the Robin Hood Division of Brown Shoe Co., is quoted correctly, he has, for the first time, made a claim for cement shoes which has never appeared before — and that is that they are better wearing than other shoes. Proof of this as against a stitchdown or welt would be extremely interesting.

With regard to the fit, flexibility, lightness and appearance of the extension edge cement shoe against a stitchdown shoe, it would be interesting to see how cement shoes made of the same materials would compare on a scale, against a stitchdown. Generally, the cement shoe is lighter in weight simply because the ingredients going into it are infrequently made of leather.

Fit and appearance are generally characteristic of good shoemaking rather than of a particular type of construction. Good factories can make well-fitting and well-appearing shoes in any construction.

I dislike setting myself up as a defender of stitchdowns. They really need no defending. Of the total production of all shoes, stitchdowns are still maintaining their 14½% ratio to all constructions.

However, it is very annoying to have cement manufacturers arrogate to themselves alone, infallibility in the things Mr. McCarthy mentioned — wear, fit, flexibility and lightness, as well as appearance.

We can make shoes as well as any cement manufacturers having all these features.

A. Weinman

Five Star Shoe Co., Inc.
Long Island City, N. Y.

Wants Nylon Shoe Fabrics

Sirs:

With the aid of your valuable magazine we have succeeded in developing new business with some of the suppliers of upper leathers appearing in your advertising pages. We have already concluded several transactions as a start.

Along with the sale of our leather and shoe products, we now wish to seek connections for the supply of nylon fabrics for men's and women's shoes. We would like to contact U. S. companies dealing in nylon fabrics and who are interested in export of their products. We would like to have samples of their available designs and colors and export prices so that we can give prompt consideration.

Manager
Portland Commercial Co.
26 Portland St.
Kowloon, Hong Kong

LEATHER

YESTERDAY — TODAY —
ALWAYS

DERMABATE

COMPOUNDS AND LIQUID EXTRACTS
AMERICAN EXTRACT CO. PORT ALLEGANY, PA.

CLASSIFIED ADVERTISING

Wanted and For Sale

Wanted to Buy Surplus Dyestuffs and Chemicals

Milroy Color & Chemical Co.
101 Malden Lane, New York 38, N. Y.
Whitehall 4-2280

Pasting Unit

300 Masonite board unit, smooth finished on both sides. Complete with trolleys and switches. Excellent condition.

MODERN LEATHER & FINISHING
CO., INC.
15 Spring St.,
Peabody, Mass.

For Sale

Children's and men's Stitchdown Shoe & Slipper Factory, 50 cases per day capacity. Low labor costs, rent, and overhead. Plenty of help available. Priced low for quick sale.

VAGABOND SHOE CORP.,
15 Union St.,
Lawrence, Mass.

Blue and Pickled Splits for Sale

TRIMMED AND SORTED for weight and grade. Large quantities. Steady supply. Tell us what you are making and we will furnish a suitable selection. Address E-1, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Lines Wanted for St. Louis Territory

WE ARE INTERESTED in obtaining an additional line or two for the shoe manufacturing trade in the St. Louis Territory. We are well established and are in a position to give ample representation to the proper lines. Address E-12, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Bargains

Leather Remnants, and plenty of it, sorted to specifications. Textiles of all kinds in full piece, remnants and block cuts. Bargains. Only Bargains. 7 Floors of Bargains.

CENTRAL MERCANTILE CO.,
742 W. Taylor St.,
Chicago 6, Ill.

Help Wanted

Leather Sales Technician

POSITION OPEN — Leather sales technician to locate and travel South America—spend one month U. S. Tannery experience essential — Spanish helpful. To represent manufacturer's line tanning chemicals. Address C-12, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

General Manager

POSITION OPEN — For experienced general manager for manufacture of riding goods, sporting goods and leather novelties. Application by letter giving full details and past experience. Address E-5, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$7.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Monday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Salesman Calling on Shoe Factories on West Coast

Highly regarded Eastern chemical corp. has an opening for a salesman to sell a full line of finishes, renovators, fillers, edge-stains, etc. Write fully in confidence. Use Air Mail. Interview in Los Angeles. Address: Box S-5, Leather and Shoes, 10 High St., Boston, Mass.

Salesman

Living in or near New York City with established connections to sell men's low priced Goodyear Welts to jobbers and chain stores in and around New York City. Address Box R-7, Leather and Shoes, 10 High St., Boston, Mass.

Situations Wanted

Situation Wanted

Man 38 years old, with 20 years experience in all phases of beamhouse, tanning and finishing problems, desires a position as an assistant to a superintendent in a tannery. Address Alfred C. McIlvaine, 18 Briarfoot Lane, Levittown, Pa.

Tannery Executive

YOUNG TANNERY EXECUTIVE, thoroughly versed in tannery operation and management, has a proven record of results. Will invest funds on active basis. If your company can use executive skill, it will be to your advantage to investigate. Address E-10, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Shoe Supplies Line

Wanted as companion line by active sales agent with over 20 years of experience in New England shoe factories. Will give complete coverage in Massachusetts and New Hampshire shoe factories. Excellent following. Available immediately Write Box S-2, Leather and Shoes, 10 High St., Boston 10, Mass.

Tanner

PRATT GRADUATE, with large Mid-Western tannery experience in wet and finishing departments, desires position in side leather tannery.

Address E-11,
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JUST 20 YEARS AGO, in 1933, cancer of the lung killed 2,252 American men. Last year, it killed some 18,500.

WHY THIS STARTLING INCREASE? Our researchers are finding the answers as rapidly as funds and facilities permit—but there isn't enough money.

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WHY—? Many reasons. But one of the most important is not enough money... for mobile X-ray units, for diagnosis and treatment facilities, for training technicians and physicians.

THESE ARE JUST A FEW of the reasons why you should contribute generously to the American Cancer Society. Please do it now! Your donation is needed—and urgently needed—for the fight against cancer is everybody's fight.

Cancer

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Coming Events

May 15-22, 1954—National Luggage & Leather Goods Week. Sponsored by Luggage and Leather Goods Mfrs. of Am., Inc.

May 22-25, 1954—Annual Convention, Luggage & Leather Goods Mfrs. of America, Inc. Ritz-Carlton, Atlantic City, N. J.

June 6-9, 1954—Annual Convention. American Leather Chemists Association. Bedford Springs Hotel, Bedford, Pa.

July 5-8, 1954—Golden Anniversary Convention of Shoe Service Institute of America. New Yorker Hotel, New York City.

July 11-14, 1954—Baltimore Shoe Show, sponsored by Baltimore Shoe Club, Inc. Lord Baltimore Hotel, Baltimore, Md.

Aug. 29-Sept. 1, 1954—Allied Shoe Products and Style Exhibit for Spring and Summer 1955. Hotel Belmont Plaza, New York City.

Aug. 31-Sept. 1, 1954—Showing of American Leathers for Spring and Summer 1955. Sponsored by Tanners' Council of America. Waldorf-Astoria, New York City.

Oct. 24-27, 1954—National Shoe Fair. Sponsored by National Shoe Manufacturers and National Shoe Retailers Associations, Palmer House and other Chicago hotels.

Oct. 28-30, 1954—Annual Fall Meeting of Tanners' Council of America. Edgewater Beach Hotel, Chicago.

Nov. 28-Dec. 2, 1954—Popular Price Shoe Show of America, Inc., for Spring and Summer 1955. Sponsored jointly by New England Shoe and Leather Association and National Association of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

Feb. 19-22, 1955—Factory Management Conference. Sponsored by National Shoe Manufacturers Association. Netherland Plaza Hotel, Cincinnati, O.

Deaths

Philip Clayman . . . 69, *shoe materials executive*, died May 7 at his home in Lynn, Mass. Prominent in the shoe supplies industry for many years and well-known throughout the New England shoe industry, Clayman was president of P. Clayman & Son, Inc., Lynn shoe materials manufacturing firm. A native of Russia, he came to the U. S. as a boy and worked in several local shoe firms before opening his own business. Formerly a shoe manufacturer, he started his innersole business with his two sons immediately following World War II. He was active in religious and fraternal affairs. Surviving are his wife, Dora; two sons, Harry and George; a brother, Louis, and three sisters.

Arthur P. Dean . . . 72, *shoe last executive*, died recently at Brockton Hospital, Brockton, Mass. Active in the shoe industry for many years, Dean was a partner in the Dean and Walker Last Co. of Brockton until his retirement in 1946. He leaves his wife, Emma; and a son, Edgar.

Jack Seiderman . . . 63, *leather goods manufacturer*, died May 5 in St. Clare's Hospital, New York City, after a short illness. He was president of Shawmut Leather Co. of New York. Surviving are his wife, Elouise; a daughter, Mrs. Ruth Coleman, two brothers, four sisters and two grandchildren.

Joseph F. Dennehy . . . 65, *shoe supplies manufacturer*, died recently at Brockton Hospital after a short illness. He was founder and an executive of E. E. and J. F. Dennehy Co., Brockton shoe dressing manufacturer. Well-known as a one-armed golfer, he was a member of the Left-Handed Golfers Association and represented Thorny Lea Golf Club. He graduated from Boston College in 1912. Surviving are two sisters and a brother.

Frank C. Kramer . . . 79, *shoe executive*, died May 2 in Rochester, N. Y., after a long illness. He was former vice president of Leach Shoe Co. in Brockton until the firm dis-

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banded years ago. He retired from active work eight years ago.

Franz A. Anderson . . . 82, *retired shoe executive*, died May 8 at his home in Grafton, Mass. A veteran of the shoe industry, he joined the Forbush Shoe Co. and became general manager and assistant treasurer. He retired from the Grafton firm in 1932. He was active in religious and fraternal affairs. Surviving are his wife, Gert-rude; three sons; a daughter; three grandchildren and one great-grand-child.



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